

JANUARY 18, 1958

THE NATIONAL Provisioner

Leading Publication in the Meat Packing and Allied Industries Since 1891



PUT YOUR HAMS "UP FRONT" *in the Easter profit parade!*

To give your products a profit-edge and "up front" display, put them in VISKING's handsome cellulose or VISTEN casings. We will prepare special designs, or you may select from 6 attractive stock casings. Ask your VISKING technical representative now!

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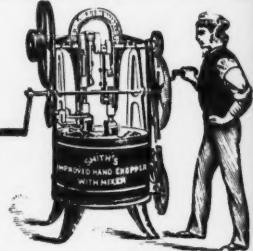
CORPORATION

90

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Know us by the leading Packers
and Sausage Makers ALL OVER
THE WORLD as the best and
most labor saving, simplest and
most reliable. Sent on trial.

See our catalogues.
JOHN E. SMITH & SONS,
BUFFALO, N. Y., U. S. A.



An advertisement of John E. Smith and Sons published in 1895 in the Directory and Hand-Book of the Meat and Provision Trades and their Allied Industries for the United States and Canada.

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OUR 90th YEAR OF SERVICE TO SAUSAGE MAKERS

On this our 90th anniversary, we would like to pause for just a moment to express our sincere thanks to the thousands of persons and companies who have shown their confidence in us over the years by buying and using Buffalo equipment.

We like to believe that this 90 year record of continuous service to the sausage industry is a reflection of our sincere efforts to supply you with the finest sausage machinery and the best possible service at all times.

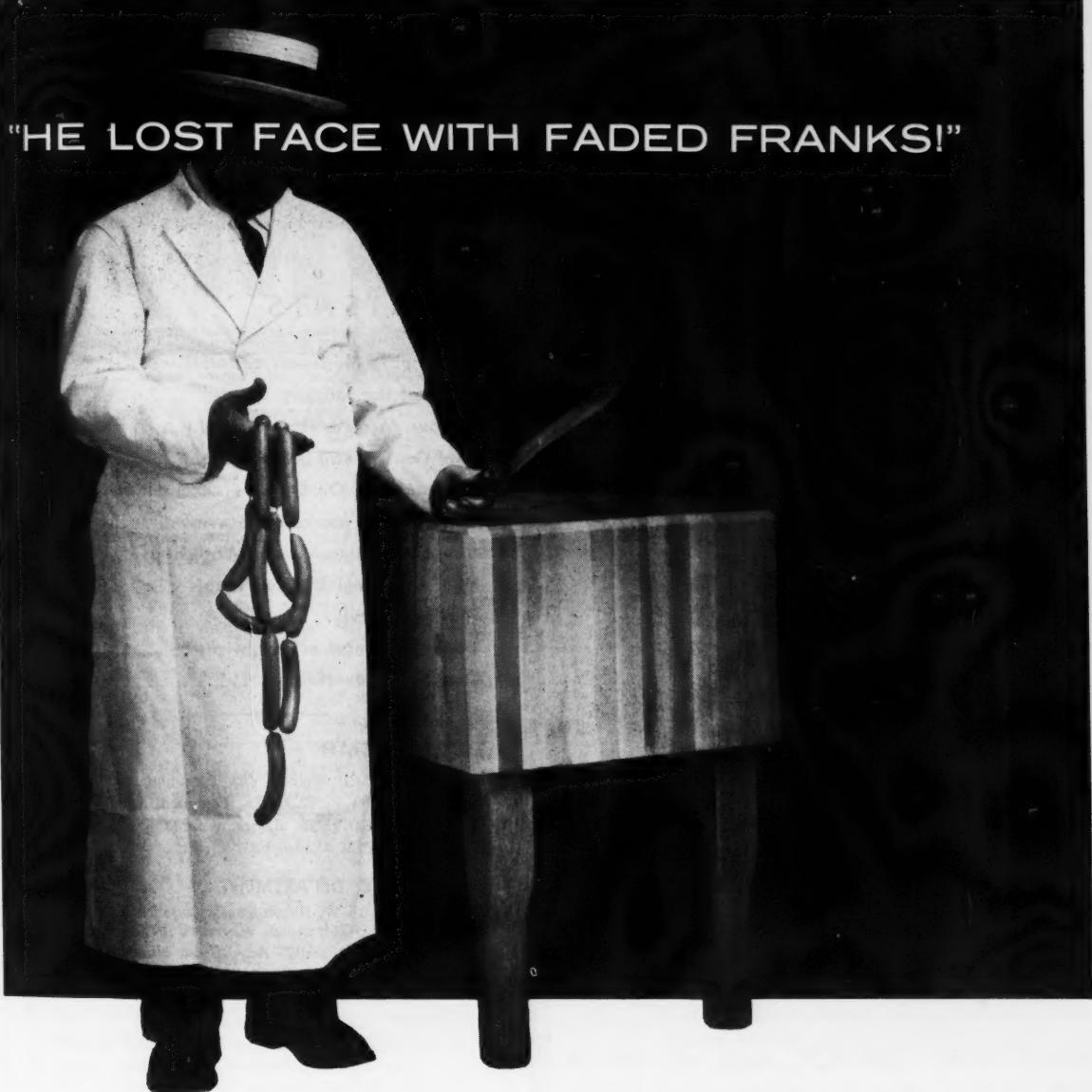
It has been our good fortune down through the years that virtually all of our customers have become our very good friends.



Buffalo

The NAME that means the MOST in SAUSAGE MACHINERY

**JOHN E. SMITH'S SONS CO.
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Sales and Service Offices in Principal Cities**



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(or Sodium Isoascorbate)

Quality is not enough in your products!
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You can have new confidence in the eye-appeal of your processed meats, if you add Pfizer Isoascorbic Acid or Sodium Isoascorbate during the chop. The color of your franks, bologna and other products will not only be better to start with, but will also last longer on the shelf.

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for over a century**



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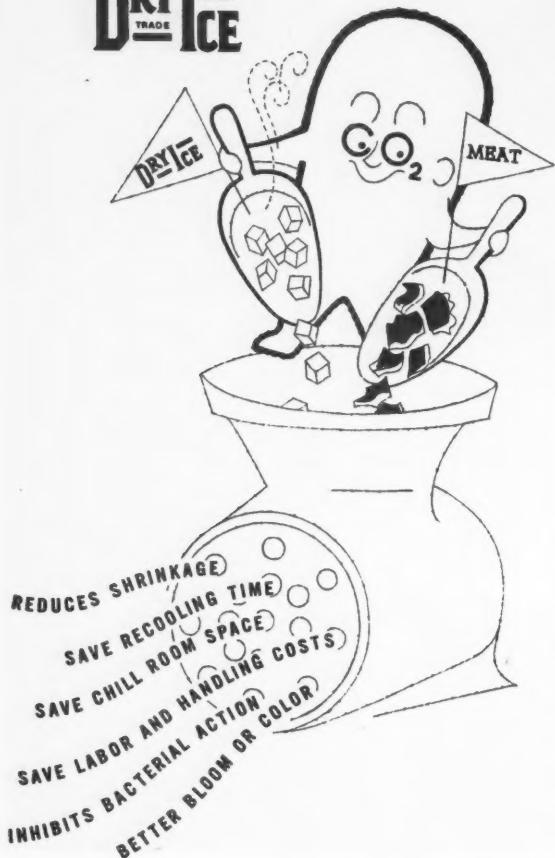
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Chill grinding* with pure

DRY ICE
TRADE MARK



Pureco crushed "DRY-ICE" mixed with pork or beef trimmings prior to grinding, cutting and/or chopping absorbs the heat of grinding and lowers the temperature.

Pureco Technical Sales Service is ready to show you all the advantages of this new process. Call any one of over 100 Pureco distribution points from coast to coast for personalized attention.

*Approved by U. S. Department of Agriculture — Meat Inspection Branch Memorandum 239.



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THE NATIONAL



Provisioner

VOLUME 138 JANUARY 18, 1958 NUMBER 3

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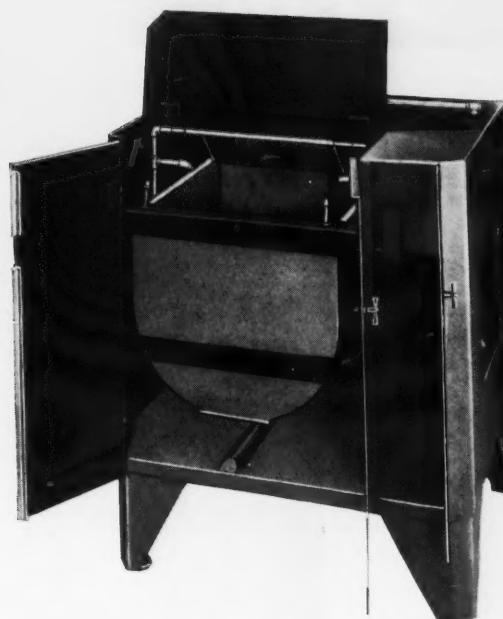
...new fully automatic

SMOKE GENERATOR by

ATMOS

*...with density
control...*

Here is the first automatic generator that smokes for 16 hours without any attention on only two bags of sawdust. There is no gas necessary to ignite the sawdust. ATMOS units contain a single electric strip heater that automatically shuts off when sawdust ignites. Accommodates up to 20 cages of sausage or smoked meat, yet requires a space only 4 feet by 3 feet. Stainless steel sawdust hopper and built-in fly-ash and ember trap prevent fires or explosions. Affords continuous operation with no attention.



- 1. Absolutely foolproof and simple to operate.
- 2. Only 2 moving parts — a vibrator and a fan.
- 3. No gas to ignite sawdust and just one single electric strip heater that automatically shuts off when sawdust is ignited.
- 4. No water wash.
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- 6. Accommodates up to 20 cages of sausage or smoked meat.
- 7. Easy to load — simple to clean.
- 8. Sizes 4'-0" x 3'-0" deep x 4'-6" high.
- 9. Can be connected to air-conditioned smokehouse control panel for fully automatic on and off smoke control. If generator is located in remote place, smoke can be turned on and off and density can be controlled from central control source.
- 10. Stainless steel sawdust hopper.
- 11. Built-in fly-ash and ember trap.
- 12. No fires — no explosions. Continuous operation with no attention.
- 13. Can be used on all air-conditioned smokehouses or conventional masonry type houses.

Write for free literature including informative capacity chart.

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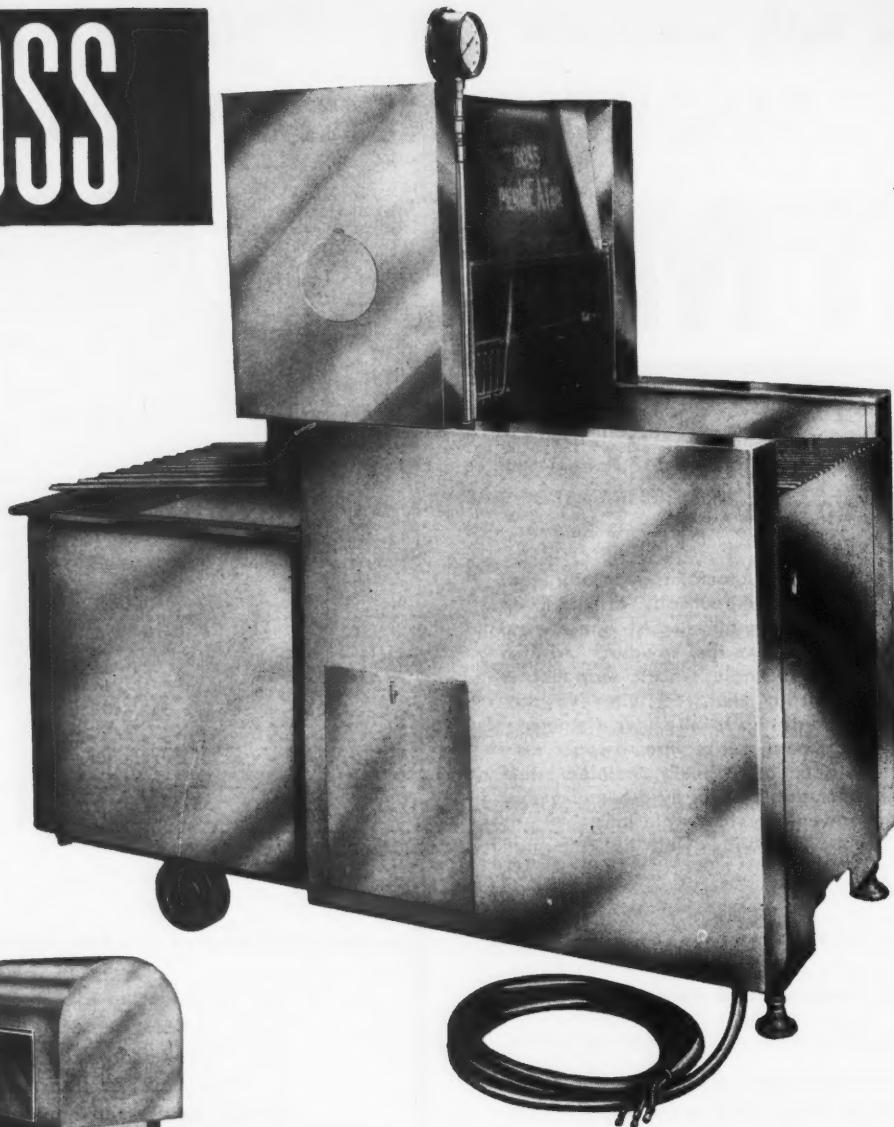
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Monterrey, N. L. Mexico

5501 ML

BOSS

No. 246



No. 247



PERMEATORS

No. 246 — 480 BELLIES PER HOUR

No. 247 — 240 BELLIES PER HOUR

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY
CINCINNATI 16, OHIO



PERMEATORS

PATENTS PENDING

CURE MEAT IN 24 HOURS OR LESS
WITH YOUR FAVORITE CURE

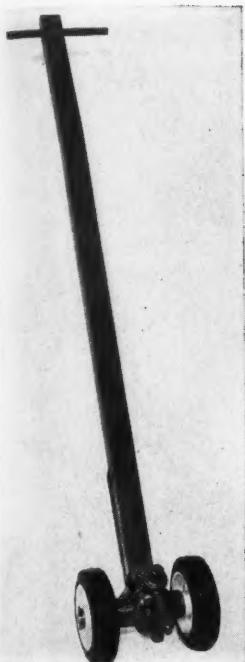
BOSS

PERMEATES

bellies for smoking and dry salting, boneless pork butts, jowls, bacon squares, fat backs, boneless pork loins (Canadian bacon), tongues, beef briskets, beef bacon.

SAVES

storage space,
equipment,
inventory, labor,
and cure.



A lift jack with 6" rubber tired wheels is available for easy movement of PerMEATor.

NO MOVEMENT OF TABLE TO CAUSE MAINTENANCE PROBLEMS

S P E C I F I C A T I O N S

No. 247 PerMEATor

240 bellies per hour	Capacity	480 bellies per hour
9 (5 regular and 4 valve type)	No. of Needles	18 valve type
16"	Table Width	28"
4'4" x 2'4" x 5'2" high	Floor Space	5'6" x 3'3" x 5'9" high
510 lbs.	Net Weight	900 lbs.

The product is conveyed through the PerMEATor on a stationary stainless steel rod grill by the stainless steel reciprocating needles actuated by a cam action feeder bar. A series of injections perform the perfect permeation of pickle. A simple initial adjustment regulates the volume and pressure of pickle injected. All surplus pickle is returned

to the large stainless reservoir through stainless filter screen. In the No. 247 PerMEATor, the needles are actuated by a multiple cam action driven by a $\frac{1}{2}$ H. P. splash proof motor. A stainless steel pickle pump is actuated by a $\frac{1}{4}$ H. P. standard motor. In the No. 246 PerMEATor a $\frac{1}{2}$ H. P. motor operates needles and pump. Construction is of stainless steel.

FREE

personal instructions are provided when PerMEATor is delivered, assuring perfect mechanical operation and satisfactory results.



THE *Cincinnati* BUTCHERS' SUPPLY COMPANY
CINCINNATI 16, OHIO



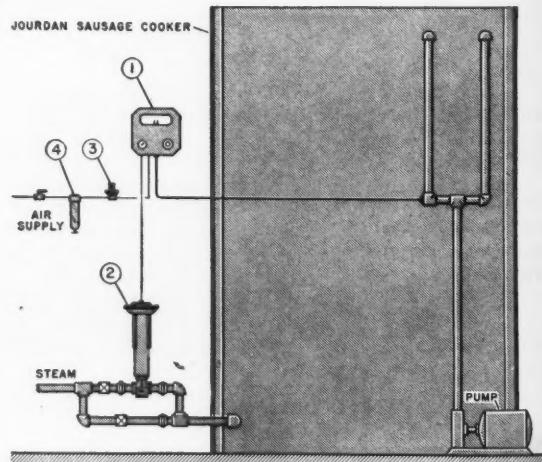
Jourdan Cooker with Taylor Controls Assures Uniform Sausage Quality!

When your Jourdan Cooker is under Taylor Control, you get the same color and flavor with every batch of sausages.

Cooking water temperature is kept constant, by an 86R Type FULSCOPE* Indicating Temperature Controller. This controller regulates the amount of steam allowed into the cooking tank, in relation to the temperature of the water jet spray.

It is an inexpensive way of keeping cooking temperature constant, and producing a high quality product with uniform flavor and coloring.

Taylor control systems can increase your processing efficiency, all along the line—from scalding tank to the warehouse. Ask your Taylor Field Engineer, or write for Catalog 500MP. Taylor Instrument Companies, Rochester, N. Y., or Toronto, Ontario.

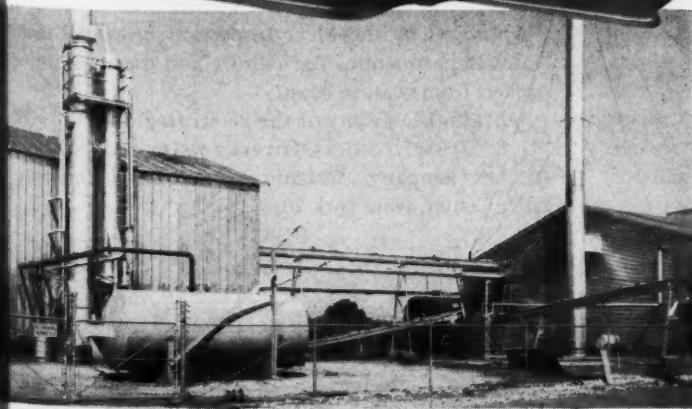
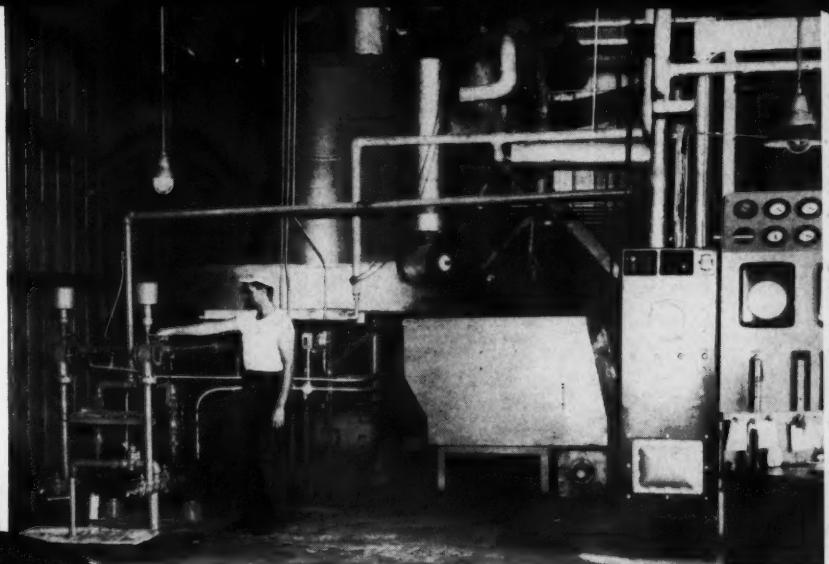


Taylor Instruments
— MEAN —
ACCURACY FIRST

VISION • INGENUITY • DEPENDABILITY

*Reg. U.S. Pat. Off.

**NEW
FABER PLANT
PROVES MERIT
OF FRENCH
AZEOTROPE SOLVENT
RENDERING**



**FRENCH
azeo
solvent rendering**

- **Better products**
- **Greater digestibility**
- **No fines problem**
- **High quality tallow or grease**
- **Low solvent consumption**

Faber Industries, Inc., operates a French Azeotrope Solvent Extraction plant at Mason City, Ill., to complete recovery of grease from meat and bone scraps rendered at its four rendering plants.

The rendered meat and bone material contains approximately 30% to 35% grease when it arrives at the extraction plant. From this raw material, Faber produces a high grade of yellow grease with 21 color and 14.5 FFA. After the Azeotrope extraction process is completed, the grease remaining in the scraps is below 4%.

French Azeotrope Solvent Extraction equipment is highly automated and easy to operate. Solvent loss is extremely low—a ton of cooked and drained meat scrap is processed with a solvent loss of only about 2 gallons. Since the French Azeotrope Extractor was placed in service, Faber Industries has obtained greater grease recovery and improved product quality with lower operating costs.

FO20

THE FRENCH OIL MILL MACHINERY CO., Piqua, Ohio



Cutting boards cut costs 4 ways!



▲Note cross-hatching pattern—for non-skid surface.

- Save on spoilage—Non-porous—will not harbor bacteria or other organisms.
- Save on maintenance—U. S. Cutting Boards never get frayed or rutted—never need planing—save labor.
- Save on replacement—Last longer than any other type—hence you get lower costs per hour.
- Save on cleaning—To clean you simply wipe with wet cloth; no steam necessary—saves labor.

The U. S. Royal Cutting Board—made of a new wonder combination of plastic and rubber—will not soak up fish, meat, or vegetable juices—and therefore cannot harbor bacteria or odors. These boards do not crack—can be quickly cleaned with a cloth. They do not soften or swell up in water or lard—hence, no gouging can ever occur. Will not dull knives.

Approved by the Meat Inspection Branch, United States Department of Agriculture and used by leading packers from coast to coast.

Obtainable at any of the 28 strategically-located "U. S." District Sales Offices or write United States Rubber Company, Mechanical Goods Division, Rockefeller Center, New York 20, N. Y.



Mechanical Goods Division

United States Rubber

BLUE RIBBON WINNERS CHILLED BY GEBHARDT'S VAPORIZED AIR SYSTEM



Gebhardts are used in both chill boxes and holding coolers. The chill box is kept at temperatures as low as 26 degrees and humidity as high as 96% in order to keep shrinkage at a minimum. This is now done with Gebhardt's patented water spray chamber in combination with automatic hot gas defrost system.

CONTROLLED TEMPERATURE

CONTROLLED HUMIDITY

CONTROLLED CIRCULATION

AIR PURIFICATION



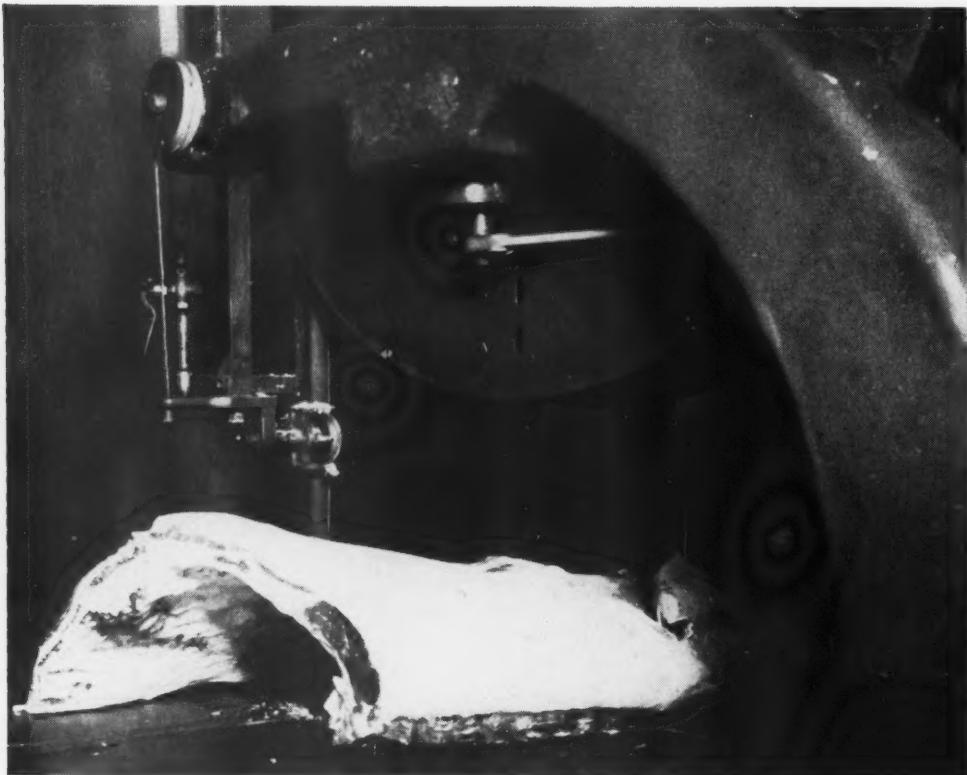
ADVANCED ENGINEERING CORPORATION

3625 W. ELM ST.

MILWAUKEE, WISCONSIN

A penny saved
is a dollar earned

a bonus . . .



in breaking and boning

At current profit levels, one midwestern packer could not have sold enough additional product to take home in profits what a FOOD MANAGEMENT engineer saved him in his beef breaking and boning department alone.

An increase in sales is sometimes hard to come by. It's better to first improve your current operation to up your profits. Our packer friend, through FOOD MANAGEMENT guidance, saved \$1000 weekly in his beef and boning department. He's stronger financially and has a happier production and sales organization *and* those savings go right into the bank!—Don't you agree, *your* operation should be . . .

profit planned by



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News and Views

THE NATIONAL

PROVISIONER

VOL. 138 No. 3

JANUARY 18, 1958

Reasonable Men

should be able to forget earlier arguments and emotions, without abandoning their principles, in accepting a compromise which meets the spirit of their aims even though it does not conform to the letter.

We believe that the different elements of the meat packing industry will be acting reasonably if they agree that the Cooley bill (HR-9020) provides a common-sense approach to the modernization and strengthening of meat industry regulation, and is a measure which, when it is amended in certain particulars, should give practically everyone almost all he has been fighting for or against.

There appears to be little disagreement within the industry on three points:

1. Regulation of packer trade practices should be effective.
2. Non-meat activities of packing firms should be subject to the same kind of control as is exercised by the FTC over other business.
3. The P&S Act should be made unavailable as a "refuge" for firms whose main business lies outside the meat packing field.

We believe that these objectives can be achieved under the Cooley bill.

Resolution of the difference over where the regulatory authority should reside—with the Department of Agriculture or the Federal Trade Commission—now appears possible because of more widespread agreement on the principle that the Department is an acceptable (and the logical) agency to enforce a modernized and strengthened P&S Act.

A reasonable acceptance of the compromise measure will give the industry an opportunity to unite and devote its time and energy to more productive and praiseworthy activities than inter-tribal warfare. It might even help to correct the impression that some legislators, producers and members of the public may now possess: That meat packers are a sorry lot who spend almost as much time in hacking each other as they do in processing meat.

Packers Trying to crack the St. Louis market with prepackaged meat are wearing out considerable shoe leather, which may aid their business indirectly, but they have yet to get their product into a store that employs union meat cutters, the PROVISIONER has learned. The two-year contract signed recently by the food stores and Local 88, Amalgamated Meat Cutters and Butcher Workmen of North America, AFL-CIO, still contains a clause prohibiting the stores from handling any packer-level packaged meat items that were not prepackaged regularly outside the store premises prior to October 2, 1950. That might let in frankfurters and bacon but not much else.

Nicholas M. Blassie, president of Local 88, apparently intends to see that packaging remains strictly the job of his retail cutters despite two years of effort by the international union to convince him that he shouldn't impede merchandising progress. Neither did Blassie yield in the face of a California court decision that a similar union contract clause was in restraint of trade although this influenced retail meat cutters in the Minneapolis-St. Paul area to drop their ban.

Packer salesmen approaching Blassie in St. Louis to see if he would let their items be sold there reportedly have been getting the run-around. Blassie tells them to take it up with the stores. The stores point to the contract clause. For a packer who wants to sell prepackaged meat in St. Louis, the most direct route apparently is through the courts.

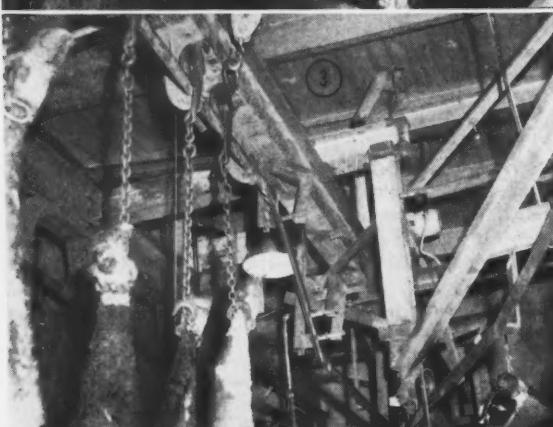
Almost 50 Per Cent of cattle are now being stunned by improved humane methods, the American Meat Institute and American Humane Association report in a joint statement which notes that while "a great deal has been said about the need for change, little has been reported on what really has happened recently." The AHA-AMI statement says that not only has the Remington stunner come into wide use, but also many packers have adopted pistol stunning and a simple, low-cost pneumatic stunner is being developed. New work is being done on electrical stunning. More and more packers are immobilizing hogs with CO₂ before shackling. As of the fall of 1957, plants humanely handling about 11,000,000 animals had qualified for the AHA species seal of approval.

Support For Cooley Bill (HR-9020) from the independent meat packers of the nation was a surprising development last weekend; the heretofore neutral directors of the National Independent Meat Packers Association decided (see page 34) that with a modernized and strengthened P&S Act the U. S. Department of Agriculture could do the best job of industry regulation. The NIMPA board's decision was made after hearing the views of WSMPA and the AMI.

Chicago Is the center of the meat packing industry and, therefore, "the logical forum" for the hearings on the petitions for modification of the 1920 packer consent decree, said Judge Charles F. McLaughlin of the U. S. District Court for the District of Columbia in granting motions for a transfer of venue to the U. S. District Court in Chicago. Swift & Company and Armour and Company told the court that the shift, opposed by the government, would save them \$250,000 in costs.

The Budget Request for federal meat inspection for the next fiscal year is \$17,326,000, an increase of \$385,000 over the estimated cost for the current year, and all segments of the industry are getting behind a move to see that the amount sought is not whittled down. Also requested in the budget presented to Congress is an additional \$225,000 "to strengthen overall administration of the Packers and Stockyards Act."

ON-THE-RAIL BEEF DRESSING



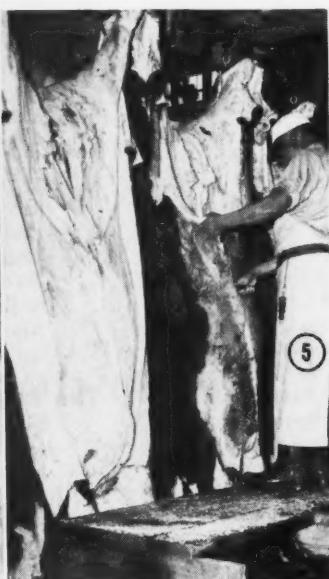
- In a Small Plant
- With a New Puller

BY TRANSFERRING beef dressing operations from the bed to the rail, and using a portable hide puller, the firm of F. J. Arend & Son of Toledo, Ohio, has increased its rate of kill more than 50 per cent, according to owner Franz Arend, sr. The conversion from bed to rail dressing was accomplished with a modest investment involving the purchase of a Boss lander, two transfer hoists, a B & D brisket saw, a Boss hide puller, a Jarvis mechanical skinning knife and modification of the overhead tracking.

Under its older procedure the firm dressed from 10 to 12 head per hour in its two-bed plant; now the same 13-man crew averages 17 head per hour. The operation is still in its shakedown stage, however, and management hopes eventually to dress 25 head per hour in the plant.

The killing floor is 57 ft. x 45 ft. in size. In placing the rail dressing system within this relatively confined space the firm had the assistance of its equipment supplier, the Cincinnati Butchers' Supply Co., and its architect, Smith, Brubaker & Egan. The latter organization also drew the plans for the new cooler wing. The coolers were constructed in conformity with MID regulations so that federal inspection can be secured more readily. Management has this step under consideration, declares Arend.

While the old bed setup took all the 2,565 sq. ft. of floor area, adoption of the rail system has actually freed space and one corner has been converted into a



1. At first transfer point the free leg is skinned and severed and rumping is begun. Pole at butcher's right is used to guide hoist ring onto trolley hook.

2. With push button controlled hoist butcher transfers weight of carcass to the skinned leg riding on the main dressing hook.

3. View of first transfer point showing (upper center foreground) the manner in which hoist ring fits trolley hook.

4. Rumping. Note spreader bar pinned to shank.

5. The rimmer removes the hide for about 8 in., so that it is folded back. This station is opposite to rumper's but somewhat lower in level.

compressor room of 225 sq. ft. area. However, the modified killing department is not crowded.

Two major problems had to be solved in the changeover. The first of these was to train the men in the techniques of dressing with the carcass in an upright position. The firm did this by steps. In addition to beef Arend also custom kills lambs and calves and, before the modification, all of this dressing was done on the floor. One day when there was a lull in killing operations, Arend loaded his key butchers into his car and went visiting the plant of K. Shapiro, Inc., in Detroit, a large calf and lamb slaughterer. Seymour Shapiro, vice president, showed the visitors how dressing was done on the rail. Seeing is believing and the crew was sold on the practicability of rail dressing.

The crew first gained experience with calves and then with lambs; when management proposed dressing beef on the rail the employees were confident that they could make it work, asserts Arend.

The second question, solved by a series of experiments, was: To what heights should the work platforms be built? Work load distribution was tied in with this. Management is now working on balancing the work load for optimum flow, particularly when a butcher is absent.

Apart from speeding and improving hide takeoff, the rail dressing system has streamlined the flow of work. In bed operations there was needless movement of the butchers. Now the work comes to the butchers and each is assigned to the task at which he is most proficient. The city health department, which performs the veterinary inspection, also has expressed approval of the on-the-rail dressing technique, reports Arend.

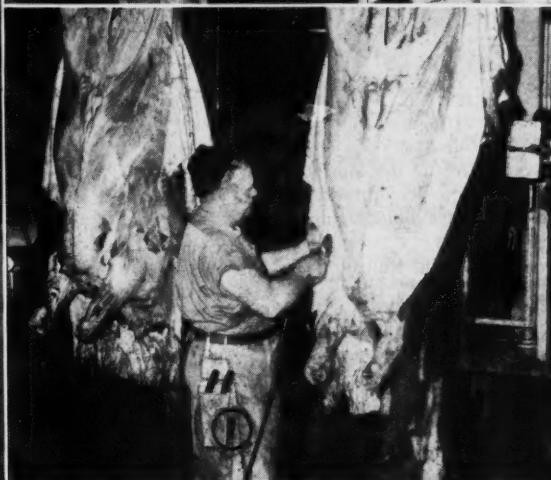
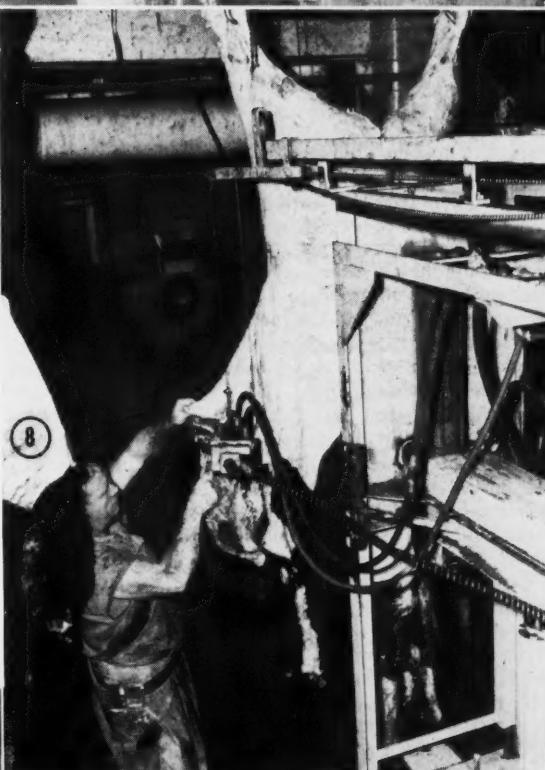
Management plans to add hydraulic lift platforms at several stations which should also increase the output.

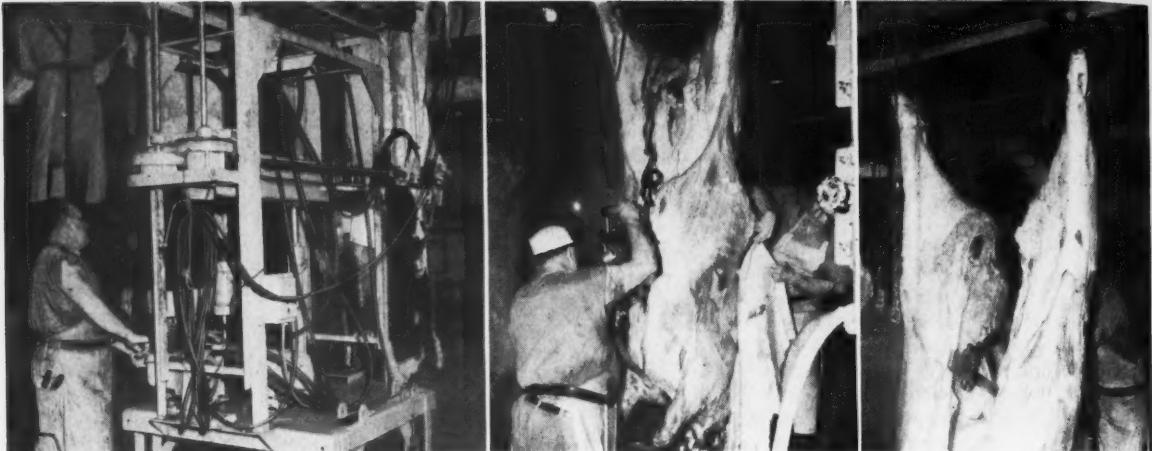
Revamping of the killing floor began at the knocking pens. The old pen and chute were narrowed to hold one animal and the knocking hammer was replaced with the Koch captive bolt pistol. The plant slaughters all types of cattle, including some old thick-skulled animals. Stunning these oldsters with the hammer was hard work; the pistol has transformed it into an easy job. The knocking pen is spring-unloaded and has positions for a full dump of the stunned animal or a partial dump when kosher killing is being done.

Use of the pistol also has expedited the slaughter

6. Butcher pulls the hide from the shank.

7. Using an air-powered skinning knife, the butcher frees the hide from the rosette and the lower back section.
8. Butcher places hide in one of the grippers of the puller. The gripper can be positioned with ease since it is supported by a cable and pulled by the roller chain.
9. Front view of the new "Excoriator" in action. A motor and pump mounted on the frame of the machine furnish the hydraulic force required to hold and pull the hide. The operation is controlled by two simple levers.





REAR of hide puller with operator at the controls. ONE MAN opens; another drops hide. SPREADER holds the carcass open.

of kosher animals. After the shochet cuts the throat in the prescribed manner, he is given the pistol and fires the bolt into the base of the animal's skull. This permits the butchers to start their work immediately.

The first butcher drives the animals into the pen, stuns, dumps, shackles and sticks them. The bleeding area is curbed and has a drainage gutter in its center. The bleeding rail is 16 ft. high. The rail system declines at the rate of 1/3 in. per foot until it is 10 ft. high at the final scale. This slight pitch in the rail, coupled with an occasional push by a butcher, moves the animal through the various stations.

The bleeding rail makes a 90-deg. turn for a short spur. At this point one butcher heads the animal, skins the forelegs and breaks them while another removes and flushes the head, removes and trims the tongue, and transfers the head to the table where one butcher works it up. (Neither this butcher nor the viscera room worker is counted in the 13-man crew.)

The rail makes another 90-deg. turn to the first transfer station, at which point the working platform is 67 in. high. Here the butcher skins out the free leg and severs it with a power saw suspended on a counterbalanced cable. This butcher also starts the rumping and flanking operations around the freed leg. He then clears the gam, inserts the trolley hook in the gam and places the trolley on the main dressing rail. He uses a pole to guide the cable ring of a 1-ton portable hoist into the hook of the shackle trolley and lifts the carcass free of the bleeding rail extension, transferring the carcass weight to the dressing rail.

The carcass is now at the second transfer platform which is 54 in. high and is parallel with the dry landing area. In this location the shagger necks the animal from the floor, freeing the hide to about the rosette. The shagger is able to perform this job because he does not experience much difficulty in stunning the animals with the Koch pistol.

At the second transfer point the butcher skins the free leg, cuts it with a power saw and starts the butting and flanking operations. He gams the free leg and inserts a hoist hook in the incision. The other trolleyed leg is held behind a rail stop. With a fixed 1/2-ton hoist, which pulls in a set pattern, he lifts the free leg to rail height where he inserts the trolley in the gam. With the carcass still held in the spread position, he places the spreader between the trolley stems. The latter fit into cupped notches at the ends of the bar.

One end of the spreader carries a chained pin that is driven into the shank to prevent the bar from falling into the path of work during splitting. The weight of the two trolleyed legs holds the bar in position. The spreader aids in the rumping and rimming operations as well as in evisceration by opening up the carcass.

The overhead rail makes another 90-deg. turn to the point at which the rumping, bung dropping and tail

IN FOREGROUND is a well-muscled cow carcass on which the "Excoriator" made a smooth 18-in. pull in about seven seconds. The Toledo packinghouse reports that the puller works equally well with cows and more highly finished cattle. Quality of Arend hides has improved considerably since the adoption of rail dressing and hide pulling.



pulling operation are performed by one butcher from a work platform 66 in. high and the hide marking and rimming are done by another from a facing platform 42 in. high. The hide is rimmed 8 in. and folded back.

The next butcher, who works at floor level, pulls the fell, skins out the rosette with a Jarvis air-powered knife, pulls the hide and clears the neck section with the Jarvis knife. The hide drops to the base of the small of the back. The Jarvis knife must be kept clear of the hair as contact will dull it just as a conventional blade.

[Continued on page 24]

Wilson 1957 Earnings of \$5,707,736 Are 20% Under 1956 Net; Dollar Sales Up 5%

Consolidated net earnings of Wilson & Co., Inc., Chicago, and its domestic subsidiaries declined about 20 per cent to \$5,707,736 in the fiscal year ended October 26, 1957, compared with \$7,146,260 in the 1956 year, James D. Cooney, president, disclosed this week in the company's annual report to stockholders. Total domestic sales increased to \$640,988,847 from the 1956 figure of \$608,968,452.

"This increase of about 5 per cent in total sales was mainly due to generally higher price levels," commented Cooney. "Domestic sales tonnage was 4 per cent lower than in 1956, caused primarily by the reduction in hog slaughter."

The 1957 net was equal to .9c per sales dollar, a smaller return than the 1.2c per dollar earned in 1956 but an improvement over the three preceding fiscal years. The net per sales dollar was .7c in 1955 and .5c in 1954 and 1953. The profit per common share declined to \$2.19 in the 1957 year from \$2.83 in 1956 but represented a considerable gain over per share earnings of \$1.72 in 1955, \$1.03 in 1954 and 98c in 1953.

The most important single factor in the 1957 decline in net earnings of about \$1,400,000, according to Cooney, was a substantial reduction in profits from hog slaughtering operations due to the hog shortage.

"Major projects under way at the end of the 1957 fiscal year," reported Cooney, "included the modernization and expansion of our gelatin plant at Calumet City, Ill., and the construction of new facilities at the company's industrial oils and chemicals plant in Philadelphia. New facilities for Wilson's hotel supply units at Los Angeles and Washington will be completed during 1958, and a new poultry processing plant is expected to be in operation before the end of 1958 at Springdale, Ark."

By the end of the 1957 fiscal year, Wilson had received 429 new all-steel refrigerator cars out of a total order for 800 such cars, said Cooney, explaining that this is a part of a long-term plan to replace present steel and wood refrigerator cars with substantially more efficient all-steel cars.



J. D. COONEY

These cars are being financed under conditional sale agreements over a period of 15 years.

Net working capital at the close of fiscal 1957 amounted to \$58,557,108, up \$790,914 over a year earlier. Cash on hand and in banks increased \$3,065,465. No short-term bank loans were outstanding at the end of 1957. The ratio of current assets to current liabilities at year-end was 4.02 to 1, compared with 3.53 to 1 at the end of 1956.

Cooney reported that less favorable

AMI Sales Workshops

More than 100 meat packer executives and sales managers have enrolled for the meat packer sales management workshop conferences scheduled in March and April, according to an announcement by the American Meat Institute, and registrations are mounting steadily each day.

The conferences are to be held in Chicago on March 6, 7 and 8 and on April 17, 18 and 19. A conference will be held in New York City on March 13, 14 and 15.

The complete program will provide each participant with all materials, booklets, and visual media for 12 sales meetings for 20 salesmen. Rather than a lecture series, the conference time will be spent on demonstrations and participation so that executives in attendance can easily adapt the program for training their own sales staff.

A subcommittee of the Institute's sales and merchandising committee, consisting of meat packer representatives actually engaged in sales, and a leading sales management organization have developed a program using training material designed specifically for salesmen in the meat industry. The Institute points out that enrollees also will benefit from the opportunity to meet with other sales executives to discuss and work out mutual sales problems.

The registration fee for the 2½ day conference, plus all training material needed for 20 salesmen, is \$400 per person. Registrations may be sent to the American Meat Institute, 59 East Van Buren Street, Chicago 5, Illinois.

results in Brazil and Australia were responsible for a decline in net earnings of foreign subsidiaries in 1957 to \$983,786 from \$1,764,215 a year earlier.

During the 1957 fiscal year, Wilson paid a dividend of \$1 per share of common stock, and a similar \$1 dividend has been declared for 1958, to be paid in quarterly installments. The regular dividend of \$4.25 per share also was paid on Wilson's preferred stock during the past year.

The company's research department is continuing to give attention to the development of new convenience foods, Cooney said. "We have also been actively engaged in reorganizing and consolidating our distribution system as necessitated in large measure by the increasing degree of centralization of retail meat buying operations. Extensive study is continuing, pointed at finding not only the most efficient methods of servicing the mass buyer, but also at the most effective means of meeting the needs of the many small-volume stores that continue unaffiliated with group-buying organizations."

While some uncertainty surrounds the prospective level of consumer purchasing power, Cooney noted, any major change in 1958 from a year earlier seems unlikely. "Overall, basic supply-demand conditions presently appear sufficiently favorable so as to permit the company to continue to operate profitably and make significant progress in 1958," he concluded.

\$1,511,899 Tobin Net Equals 2.2% on Sales

The annual report of Tobin Packing Co., Inc., Rochester, N. Y., had

an unusual note in the light of general industry conditions in the 1957 year.

"We are pleased with the 1957 operating results in view of the fact that it was a very difficult year from the profit standpoint in the meat packing industry," said Frederick M. Tobin, president of the company.

Net earnings for the 52-week fiscal year ended November 2, 1957, were \$1,511,899, compared with \$1,650,833 in the previous 53-week year, Tobin reported. The 1957 profit averaged 2.2c per sales dollar and .97c per pound of product sold, as against 2.7c per dollar and 1.08c per pound in fiscal 1956. Earnings per share



F. M. TOBIN

were \$1.78 in 1957, compared with \$1.94 a year earlier.

Net sales for 1957 amounted to \$68,517,098, an increase of 12 per cent over the 1956 sales of \$60,972,761. Sales tonnage totaled 156,147,560 lbs. in 1957, which is 2 per cent more than the 152,634,694 lbs. sold in 1956.

Capital expenditures, principally for machinery and equipment, amounted to \$421,232 in the 1957 year, Tobin said. In mid-November, the company purchased A. Szelagowski & Son, Inc., Buffalo, N. Y., and the operations of that sausage concern will be included in the 1958 financial statement.

"We expect that during the 1958 packer year receipts will be greater than in 1957 and that the overall supply of meats will be adequate," Tobin concluded. "We shall continue to produce the highest quality products—as in the past—to meet ever increasing consumer demand."

Morrell Reports Net Of \$507,352 for 1957

Although sales of John Morrell & Co., Chicago, reached an all-time high of \$394,356,000 in the fiscal year ended November 2, net income declined sharply to \$507,352, compared with the 1956 net of \$2,908,639. W. W. McCallum, president, revealed this week in the company's annual report to stockholders. Sales for fiscal 1956 were \$340,765,000.

The 1957 profit amounted to .13c per sales dollar, compared with .85c in the preceding year, and was equal to 62c a share, as against \$3.60 a share in 1956.

"Results were adversely affected by inadequate livestock receipts, particularly hogs, and the difficulty experienced in obtaining selling prices commensurate with the prevailing level of livestock prices," McCallum said. "Substantial expenses of a non-recurring nature attached to the operation of certain newly-acquired units also contributed to our unfavorable results."

Additions to property, plant and equipment amounted to \$4,854,000 in 1957, compared to \$4,212,000 in the previous year.

"Looking to 1958," he concluded, "we expect an improvement in the supply of hogs available for slaughter



W. W. McCALLUM

Armour Earnings Fall Sharply in 1957, But Goal Is Profit All the Way—Prince

Net earnings of Armour and Company, Chicago, for the 52-week fiscal year ended November 2, 1957, were \$3,370,270, or 72c a share, compared with \$13,866,613, or \$3.09 a share in the previous 53-week year. William Wood Prince, president, disclosed this week in the company's annual report to stockholders.

"This severe decline was brought about," Prince said, "by the failure to keep the price relationships between livestock and wholesale meat in balance during the rising markets that started in the spring of 1956 and continued through the greater part of the fiscal year 1957. During the last six months, a better balance had been achieved, which produced substantially improved results for that period, compared to the same period of 1956.

"We reduced sales from \$2,011,445,895 (in the 1956 year) to \$1,935,743,141, a decrease of only 3.7 per cent in dollars but 10 per cent in unprofitable and low-margin tonnage."

Prince pointed out that historically, there has been a close correlation between the movement of livestock prices and wholesale meat prices and meat packing earnings. The meat packing industry as a whole has failed to maintain profitable gross margins during periods of sustained rising or level prices, partially owing to overcapacity in the industry, he said. However, he emphasized Armour's determination to break away from this poor-profit industry tradition, in part by continuing to adjust capacity "until we reach a level which will allow us to operate on an efficient basis at all our plants each month."

When the company achieves this position, Prince said, "we should be able with regularity to maintain continual profitable price relationships."



W. W. PRINCE

Over-capacity in the industry is one of the principal factors that led to the closing of Armour plants in Jersey City, Baltimore and Los Angeles, Prince explained.

Armour reduced its inventory to approximately 180,000 tons at the end of 1957 from 206,000 tons a year earlier and further reductions will be made, the president said, since the company is determined to seek out profit in daily transactions and not in appreciation of inventories.

The business advisory firm of Robert Heller & Associates has been employed to aid management toward its goal of decentralizing earning responsibility and concentrating policy control, as well as to help in broader aspects of the business. Prince reported. One effect has been a substantial reduction in the administrative staff. Economies in administration, operation and distribution, unrelated to closed facilities, made during the past year are running currently at an annual rate in excess of \$1,000,000 a month, he said.

"As we proceed further with our plans for realignment of our producing and marketing facilities," Prince continued, "substantial further economies will be made. The accomplishment of these plans will take a considerable length of time and, indeed, will be continuing in nature. In this connection, recognition should be given to the fact that 65 per cent of all costs, other than those for raw materials, are based on hourly wage rate, and under present conditions a 1c per hour increase in this rate adds \$1,000,000 to the payroll."

To offset the decline in the value of the dollar stemming from wage increases unmatched by productivity, Prince said, Armour has set a policy of establishing selling margins on a percentage-of-cost basis, rather than on the historic penny-per-pound basis.

"The meat packing industry must earn a greater return on its capital, at least equalling that of American industry in general, in order to provide for technologically modern facilities and scientific research," the Armour executive concluded.

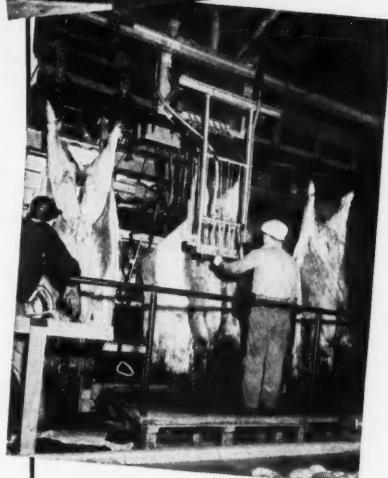
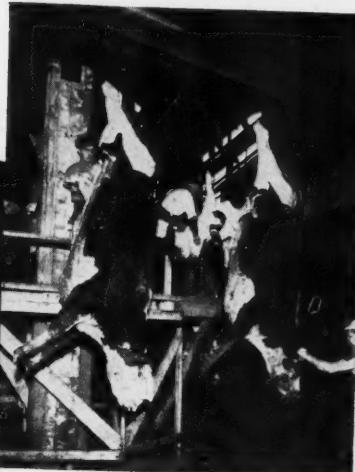
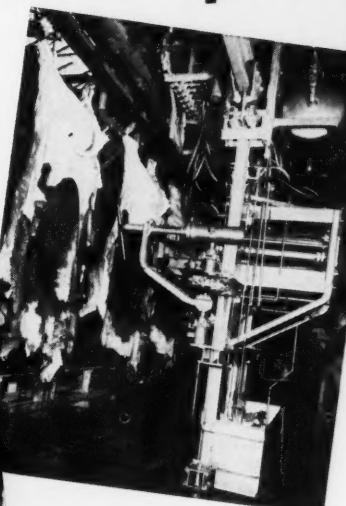
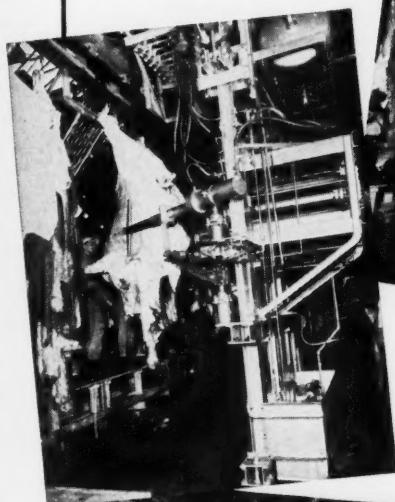
but cattle receipts, although adequate, will be down slightly from 1957. Anticipated expenditures for property, plant and equipment for the year 1958 are substantially less than our annual depreciation of approximately \$2,400,000. These factors, coupled

with results expected from our continuous effort to reduce costs and expenses and improve efficiencies of all departments, enable us to look forward to an improvement in net income and working capital during the new fiscal year."

IF YOU DRESS CATTLE! (From 30 to 150 head per hour or more)

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• WHAT IT IS:

This new method (known as "Can-Pac" because it was developed by Canada Packers Ltd.) is the only complete, continuous "ON THE RAIL" conveyor cattle dressing operation that has been proven successful. It eliminates the stooping work position, carcass lifting and lay down, congestion of cattle bed operations around pritch plates, and the overall lag time and "dead work" that so often prevails when conventional methods are used.

• HOW IT WORKS:

Carcass is suspended so operator is standing in most comfortable position and does not have to move around carcass. Power tools are used for easier and better hide removal, foot sawing, etc. Power hoists do the heavy lifting. To allow for variations in size of cattle, the work platform can be raised or lowered automatically. A mechanical hide puller increases production of hide take-off with no hide damage.

• ADVANTAGES:

1. Simplification of tasks requiring manual labor, eliminating stooped position increases production and lessens operator fatigue.
2. Elimination of unnecessary waiting and carcass handling.
3. Prevention of injuries to workers, no wet slippery floors, no falling trolleys.
4. Production of better quality hides and sides of beef.
5. Reduction in floor space requirements to half that formerly required.

By the use of this new revolutionary, space saving and economically operated system, plants with smaller capacities and floor areas can now operate efficiently. Production can be increased by adding additional workers without added machinery investment. Economies can be utilized at any given run per hour easily and efficiently. The Globe Company is the exclusive manufacturer of the equipment employing this system for installations within the continental limits of the United States. Globe has been manufacturing quality meat packing machinery since 1914 and is now able to offer to the industry this unique new system for slaughtering cattle. Your Globe salesman can give you detailed information or by writing us, a qualified engineer will visit you to discuss the application of this system to your operation.

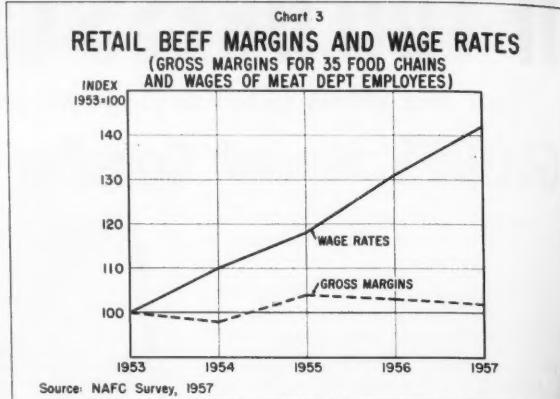
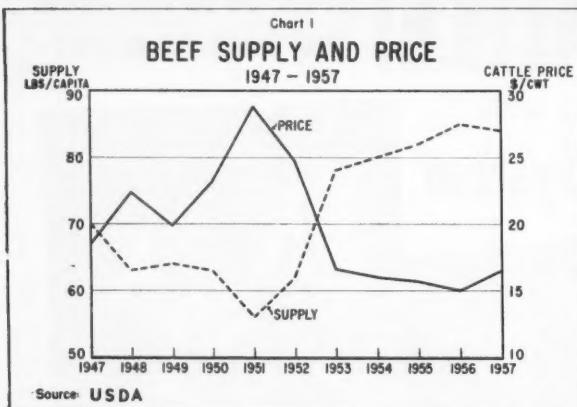


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THE NATIONAL PROVISIONER, JANUARY 18, 1958



CHARTS 1 AND 3: Factors which affect the beef business for producers, packers and retailers.

Marketing of Beef by Chains Today

CURRENT developments in beef marketing among the member companies of the National Association of Food Chains were summarized by John A. Logan, president of the chain group, at the annual meeting of the American National Cattlemen's Association.

Commenting that over the years different members of the "beef team" have pointed fingers at each other because of prices, Logan declared that 1958 is no more appropriate for such finger pointing than 1936 or 1951 because "rising and falling prices are part of the normal operation of our free economy in which everyone is free to buy and sell at the best price he can."

After reaffirming the thesis that the amount of beef turned out by producers—the supply—is the principal factor influencing the price that producers receive at any one time, Logan said:

"I have prepared a simple chart using USDA data which shows this relationship between supply and price (see Chart 1). Over the past ten years, we have had both high and low beef prices. We have had an opportunity to observe how the supply affects the price. This chart shows how important the supply of cattle you raise is to the price you receive. In every year, supply changes have caused price changes in the opposite direction. Prices and supplies have varied from a high of \$28.80 per cwt. in 1951 when supplies were 56 lbs. per capita to \$15.00 per cwt. in 1956 when supply was 85 lbs. per capita."

"This is eloquent evidence that the free market system is operating. There

is no question but that vigorous competition exists in retail, wholesale and live cattle markets and this is a healthy influence for producers and consumers and one which protects them more than any other influence. Recognition and appreciation of the value of efficiency of the free market system should lead to more responsible efforts at cooperation among the meat team to solve problems in any one sector.

The introduction of the self-service principle in food distribution was one of the most important—if not the most important—of all the dramatic changes which have occurred in retailing and which have affected the entire food industry. If one central theme can be used to describe the developments in the food industry in the past 20 years, it is the theme of change. Changes have been widespread, continuous, and increasing in rapidity of acceptance. We can expect the tempo of change in production and marketing to increase rather than decrease and every one of us on the meat team—rancher, feeder, commission man, packer, wholesale and retail distributor—must adjust to these changes. It is highly important to keep informed

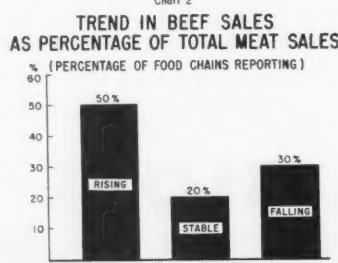
of economic and social conditions which cause the changes and to keep informed on what is happening in the other parts of the industry. Meetings like this serve a useful purpose as a forum for such discussions.

"We have just concluded a survey of developments in beef marketing among the member companies of the National Association of Food Chains. The information contained in this report is current—it was obtained from the head meat buyer or head meat merchandiser of 52 food chain companies in the United States and Canada. These companies range in size from two to 2,000 stores, and the 52 companies operate a total of more than 8,700 supermarkets and stores.

Trend in Beef Sales. Beef sales in these companies as a percentage of total meat sales show some variation because of geographic location and different kinds of businesses. A majority report between 40 to 50 per cent. The average proportion which beef sales are of total meat sales is 47 per cent. Beef has rightly been called the backbone of the food chain meat business.

"These figures show the importance of beef sales to the food chains of the country. This should be emphasized again. Meat sales in these companies average about 25 per cent of total store sales. Therefore, beef sales alone are 12 per cent of total store sales. This makes beef the largest single sales commodity in our supermarkets and food stores. You can fully expect that any product of this importance is receiving the full and careful attention of top management as well as meat merchandisers at all times.

"Of the 52 companies reporting in



every old crow thinks her babe

is Bee-u-tiful

"Mother-Love" sometimes, and quite naturally, rationalizes the poor sales behavior of a food product where flavor and eye appeal may be out-of-step with changes in consumer preferences.

It is important to know the truth about *your* product...it is just as important to know what to do about the truth! May we suggest "Better Check with STANGE and Be Sure."

The WM. J. STANGE CO., Manufacturers of Seasonings and Food Color, extends to the Food Industry a three-fold service involving Flavor and Color Improvement—Product Development—New Product Suggestions. Any or all three services are available through a Stange representative or by letter.

BETTER CHECK WITH
STANGE
AND BE SURE

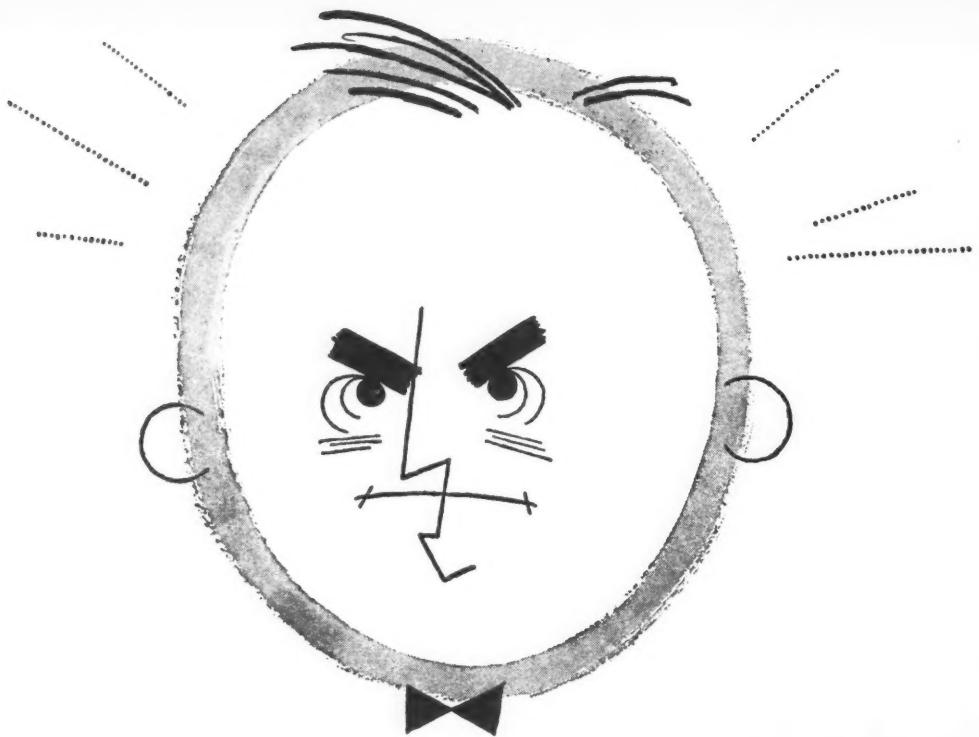
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this survey, 50 per cent said that beef sales as a percentage of total meat sales have risen in recent years; 30 per cent said beef sales have fallen, and 20 per cent said they have remained stable (see Chart 2). All companies reporting a decrease in the proportion which beef sales are of total meat sales said it was the result of rapidly rising poultry sales. Poultry was not replacing beef in those stores, but rising faster than beef. I believe that total production of poultry has had the largest percentage increase of any farm commodity in the past 10 years. Most of the companies reporting an increase in the beef proportion of the total said it was the result of a large supply, vigorous promotion, and a better quality product.

"Advertising of Beef." The 52 companies reporting in this survey said that about 25 to 30 per cent of their total advertising budget is used for meat. The average was 29 per cent. This is a slightly larger share of the advertising budget than total meat sales are of total store sales. They also report that between 12 and 18 per cent of the total advertising budget is used for beef. The average was 15 per cent. This indicates that beef is getting more than its full share of the amount of advertising dollars used for meat.

"Gross Margin for Beef." Thirty-five companies reported on changes in the gross margin (calculated on selling price) on beef charged by their companies. This varied from 15 to 32 per cent of the selling price in October, 1957, the time for which these data were obtained. The average margin of all the companies in October, 1957 was 20.8 per cent.

Gross margin on beef for all of these companies over the past five years has been practically constant. If there is any trend, it is a small increase—less than the upward change in overall gross margin. The tabulation (center column) shows changes in gross margin on beef of all the companies reporting in this survey, for October of each of the past five years.

The fact that average gross margins have not changed more than this in the face of rising costs of doing business shows how productive retail distributors have been in their meat operations. This rise of one-tenth of 1 per cent in the past five years is to be compared with a rise of about 40 per cent in the wages of meat department employees, a rise in equipment costs of about 32 per cent and a rise in the cost of many materials used, such as wrapping paper, of about 28 per cent (see Chart 3).

Data published by Harvard Uni-

October	Average Gross Margin for Beef (35 companies NAFC Survey)	Average Overall Gross Margin (Harvard University Operating Ratio Studies)
	Percentage	Percentage
1953	20.7	18.76
1954	20.4	18.88
1955	21.5	18.43
1956	20.9	19.08
1957	20.8	—

versity School of Business in cooperation with NAFC show that overall gross margin for the entire food chain operation rose less than 1 per cent from 1953 to 1956.

"USDA data on beef margins are somewhat higher than those reported in the NAFC survey. The reason is that our data were from accounting records whereas USDA data are derived in part from the Bureau of Labor Statistics early-week prices on a limited number of cuts and on only one day per month. USDA data are for all retailers whereas our data are for food chains only.

"Price Difference between Luxury and Economy Cuts of Beef." About 60 per cent of the companies included in the NAFC survey report that about the same price differential exists today between retail prices of luxury and economy cuts (between porterhouse steak and chuck roast, for example) that existed five years ago. About 40 per cent of the companies report that a wider differential exists today. The wider difference exists because higher incomes of consumers have raised the demand for luxury cuts more than for economy cuts.

"Food chains buy carcasses of beef—not individual cuts. You sell entire animals, not just steaks or roasts. All

beef cuts from different parts of the animal must be priced in such a relationship one to another that they will be sold in the same proportion in which they occur in the animal. Therefore, whenever a so-called luxury cut must be raised in price to reduce its consumption, an economy cut must be lowered in price by an equivalent amount to raise its use.

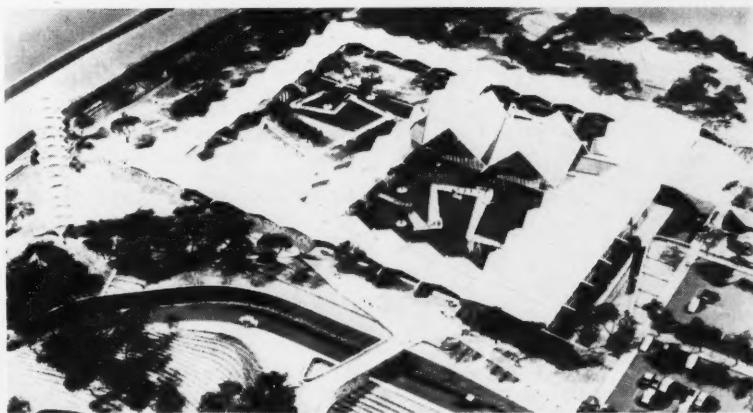
"The significance of this development is that prices of luxury cuts frequently hit the headlines and are used as symbolic of the price of the entire beef carcass. The person who reports rising steak prices frequently fails to report the simultaneous decline in other beef prices.

"This information about the widening price differences makes it all the more important that any comparisons between retail prices for beef and farm prices for cattle include information about prices of all cuts of beef rather than just a few. The most important figure to watch for trends in overall cost of marketing beef at retail is gross margin on selling price.

"Preference in Carcass Weight." Of the 52 companies included in this survey, 68 per cent report that their preference for weight of carcass has not changed in the past five years; 20 per cent report that their preference has changed slightly toward a heavier weight carcass, and 12 per cent report a trend toward a lighter weight carcass. These data indicate that some changes in demand in this field are occurring and that most producers are meeting this demand.

"Handling Different Grades of Beef." One of the questions that has

[Continued on page 33]



AS MODERN as a satellite but as traditional as the hallowed memories it contains is the way observers describe the projected building for the National Cowboy Hall of Fame and Museum, ground for which was broken during ceremonies at the Oklahoma City site January 7. Designed through nationwide architectural competition, the \$5,000,000 project will house mementos of the early cattle industry and the men who built the American West. Participating in the ground breaking ceremonies were many of the western governors and more than 2,000 cattlemen attending the annual convention of the American National Cattlemen's Association in Oklahoma City. Architects for the building are Begrow and Brown of Birmingham, Mich.

Toledo Plant Dresses Beef on Rail

[Continued from page 16]

The hide is now ready for pulling with the portable puller, the Boss "Excoriator," developed by Cincinnati Butchers' Supply Co. The model in use at Arend's is the first to be built. The unit is hydraulically operated and powered by a 3-hp. motor.

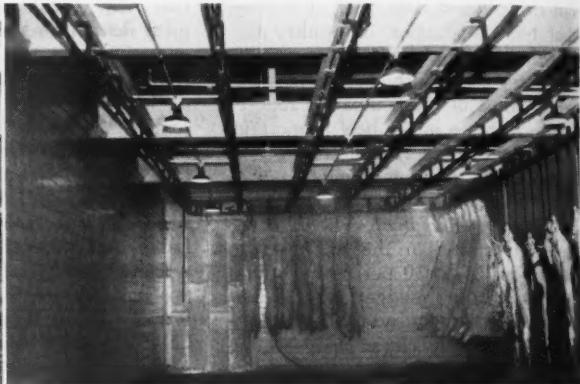
The operator moves the machine into position by placing the stationary back rest plate against the back of the animal. While the plate is fixed it can be ad-

since the adoption of the hide puller. The measured pull on a 535-lb. cow carcass was 18 in. The smoothness of the takeoff makes it easy to spot the section freed by the hide puller. The puller works equally well with high finish cattle, reports Arend. The firm has improved the overall quality of hide takeoff since adopting the rail dressing technique.

Brisket opening and eviscerating are done on one side and hide dropping on the other side of the next station. The backer's platform is 22 in. high while the eviscerator



NEW WING added to the Arend plant (left and center) houses three coolers, the loading dock and the office area.



ONE OF THREE 150-head beef coolers added to the plant recently. The water defrost refrigeration units are located overhead.

justed vertically with a hydraulic control for carcasses of different length. The workman places the rimmed hide in the gripper arms on both sides of the carcass. These gripper arms are essentially two flat plates with metal ridging for a better hold. They grip the hide with hydraulic pressure without damage to it. While the gripper arms are suspended from an outrider frame, they are roller chain-mounted and, consequently, can be positioned for any variations in carcass conformation.

The butcher controls the hide pulling operation with two simple levers; one locks the grippers and the other

has a 13-in. platform. The brisket is opened with a B & D saw, after which the viscera are removed for inspection. The eviscerator separates, trims and places the fancy meats on trucks for movement into the offal cooler. The remaining material is lifted electrically into a separation room where it is cleaned, separated and chuted to drums for pickup by Darling & Co. Management believes that the transfer of the rendering operation to an outside firm frees the Arend organization for its primary job, the dressing of beef and small stock.

The backer, a 40-year veteran with the 42-year old firm, drops the hide and spreads it for inspection.

The rail makes another 90-deg. turn to the splitting station. The operator splits the carcass, which is held in spread position by the spreader bar, with a B & D saw. He then removes the bar, scribes the backbone and pins the neck. The bar is returned to the second transfer station.

Another operator washes the carcass with high pressure water maintained at 120° F. and pins the shroud at the round with one pin. The carcass then continues to the scale where it is weighed and the shrouding completed by the scaler.

The plant has added three coolers, each of which holds 150 head. The coolers are insulated with 5 in. of Fibreglas on the ceiling and 4 in. of cork in the walls. The coolers are tiled and equipped with Jamison cooler doors. They are refrigerated with York water defrost ceiling units. The three-spot loading dock uses Jamison lift doors.

The firm has added two York compressors which increased refrigeration capacity by 60 tons. The units are housed in space salvaged from the old killing floor.

The progress made with rail dressing and mechanical hide pulling has convinced management that modern methods and equipment are a must for profitable operations in the highly competitive custom slaughtering business in which expenses must be kept low but the quality of workmanship must be maintained at a high level.



PERFORMANCE of their new rail dressing layout is being discussed here by Franz Arend, Jr. (seated) and his father and the firm's founder, Franz Arend.

starts the gripper pulling action. At the Arend plant the machine pulls the hide clear of all the red meat in about 7 seconds. Management is well pleased with the performance of the hide puller.

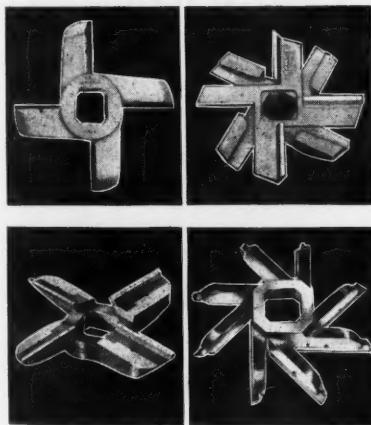
As a custom killer, Arend handles all grades of beef, including older cows. When a knife was used for skinning it was exceedingly difficult to free the hide from the muscled rib section, comments Arend. The percentage of scores and cuts in this area has dropped appreciably

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For Cooler...
Cleaner Cuts...
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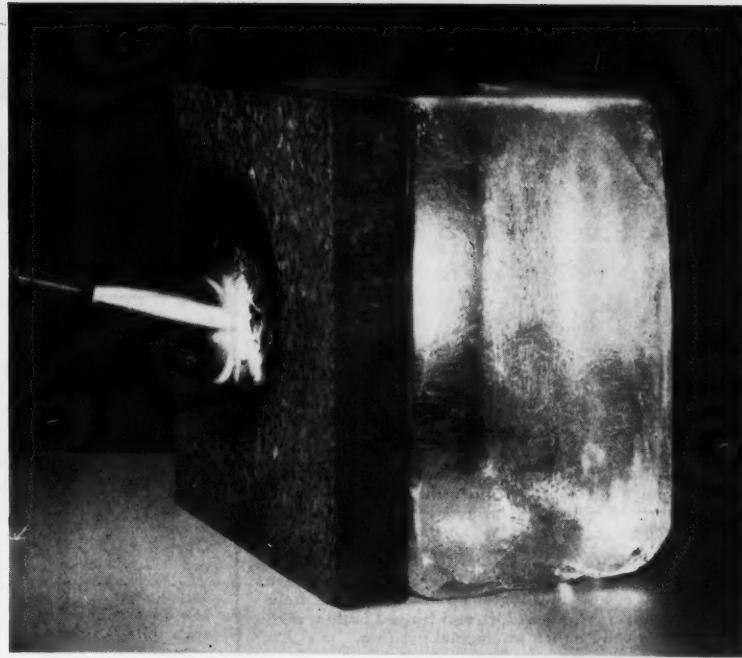
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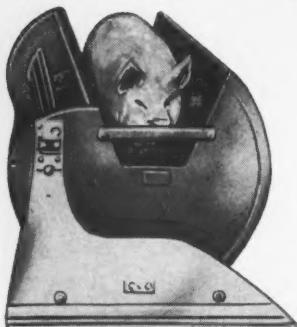
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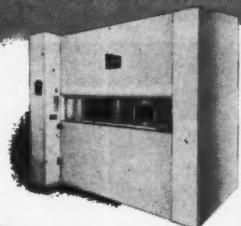
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see 1958 Purchasing Guide.

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The Meat Trail...

Lunde Renamed President Of Chicago Meat Purveyors

DIDERICH LUNDE of Lunde's Wholesale Meats, Chicago, has been re-elected president of the Chicago Association of Hotel and Restaurant Meat Purveyors, Inc., and all other officers and directors also were re-named for another year at a recent dinner meeting.

The other officers are: first vice president, EUGENE SILVERMAN, Oakland Meat Co.; second vice president, ROBERT MACKIMM, MacKimm Bros., Inc.; treasurer, HAROLD PEARSE, Pearse Provision Co., and secretary and counsel, HARRY L. RUDNICK.

Directors are: WILLIAM BASTIEN, John P. Harding Market Co.; EUGENE ANICHINI, Anichini Bros.; JOHN MURRAY, New City Packing Co.; ELLARD PFAELZER, Pfaelzer Bros., Inc.; BERNARD POLLACK, Stock Yards Packing Co.; FRED MANGLER, Davidson Meat Co., Inc.; RALPH E. WESTERFELD, Westerfeld's; LESTER OATES, Palmer-Oates Meat Co., and MELVIN SALOMON, Allen Bros., Inc.

The new labor contract entered into by the association and the Amalgamated Meat Cutters and Butcher Workmen of North America was explained by Rudnick. The new contract provides for the first time for the establishment of a health and welfare fund. The contribution is \$8.90 per month per employee. Rudnick and Westerfeld were elected to represent the association on the fund's board of trustees.

In view of the increased costs of labor occasioned by the new contract, realistic pricing and saving on delivery costs were discussed. The association decided to hold its next meeting under the auspices of the younger members. DON HEYMANN of Bruss Provision Co. and PETER SCHRAGER of Pfaelzer Bros., Inc., were appointed co-chairmen to prepare the program and conduct the meeting.

Armour's Jack Thomas Heads Omaha-Denver LCI Committee

JACK THOMAS, general manager of the Omaha plant of Armour and Company, was named regional chairman of the Omaha-Denver committee of Livestock Conservation, Inc., at the group's annual business meeting in Omaha. He succeeds F. E. BORCHERS, general manager of Swift & Company at Omaha.

Re-elected were: vice president, R. N. Allyn, sr., who is the new president

of the Omaha Live Stock Exchange; secretary and regional manager, J. C. ROSSE, and treasurer, R. E. CUNNINGHAM, secretary of the Omaha Live Stock Exchange.

Named to the executive committee were: RAY BURKE, general livestock agent, Burlington Lines; J. W. CHRISTIAN, vice president and general manager, The Cudahy Packing Co., Omaha; HARRY B. COFFEE, president, Union Stock Yards Co. of Omaha; DON MAGDANZ, secretary, Nebraska Livestock Feeders Association; E. A. TROWBRIDGE, general manager of the Wilson & Co., Inc., plant at Omaha, and F. E. Borchers.

Other executive committee members will be appointed and the chairman of the Denver LCI area will be elected early in February. C. B. JENNINGS, assistant general manager of the Denver Union Stock Yard Co., now heads the Colorado group.

J. Copeland Named Manager Of Swift Plant at Jackson

JOHN A. COPELAND has been named manager of the Swift & Company meat packing plant at Jackson, Miss. He succeeds K. M. COUGHENOUR, who



J. COPELAND



K. COUGHENOUR

will go to the Chicago general office as assistant to GEORGE H. SWIFT, JR., assistant vice president.

Copeland started his career with Swift in the beef, lamb and veal department at Sioux City, Ia., in 1948. Subsequently, he has held positions in the grading division, the boneless beef division and in the office of P. C. SMITH, vice president in charge of the company's beef, lamb and veal operations, at Chicago.

Coughenour joined Swift as a messenger at Chicago in 1933 and has served primarily in the beef, lamb and veal divisions. He became an assistant to vice president Smith and later was assistant head of the veal department where he was responsible for calf buying at all the company's plants. He has been manager of the plant at Jackson since 1954.

JOBS

The third generation has entered the meat processing business of Weigler Brothers, Inc., at the firm's new plant at 725 Second st., Manchester, N. H. RALPH WEIGLER, the newcomer in the firm, is the son of FRITZ WEIGLER, JR., whose father founded the New Hampshire concern more than 45 years ago.

LAWRENCE E. DAVIS has been named sales and advertising vice president of Hill Packing Co., Topeka, Kans., BURTON HILL, president of the pet food concern, announced.

MICHAEL J. CAVALIER has been promoted to personnel director of Tobin Packing Co., Inc., at Rochester, N. Y., HERBERT RUMSEY, JR., executive vice president and general manager of the Rochester division, announced. With Tobin since 1928, Cavalier previously served as a department supervisor and as treasurer and business representative of Local 255, Amalgamated Meat Cutters and Butcher Workmen of North America.

CYRIL A. WILFAHRT has been appointed manager of sales of Red Heart mink food for the John Morrell & Co. plants at Ottumwa, Ia., and Sioux Falls, S. D. He will continue as manager of the by-products sales and government contracts department at Sioux Falls.

New manager of the Armour and Company Noble st. branch in Philadelphia is R. E. JANSSEN, formerly assistant manager of the company's Chicago district.

DR. WENDELL A. LANDMANN has joined the staff of the American Meat Institute Foundation, Chicago, as chief of the division of analytical and physical chemistry, DR. B. S. SCHWEIGERT, AMIF director of research and education, announced. Dr. Landmann assumes responsibilities previously administered by DR. D. M. DOTY, who now will devote undivided attention to his responsibilities as associate director of research and education. Because of his training and previous experience, especially in protein chemistry, the chemical effects produced by irradiation, and in instrumentation, Dr.



DR. LANDMANN

Landmann is regarded as exceptionally well qualified to lead the AMIF's long-range program on new analytical methods and on physical-chemical characteristics of the components of meat and meat products, Dr. Schweigert said. Dr. Landmann received the Ph.D. degree in chemistry from Purdue University in 1951 and has held research positions with Armour and Company and the Argonne National Laboratories, near Chicago.

PLANTS

Although there's something about "Anaheim, Azusa and Cucamonga" that makes JACK BENNY fans laugh, Cucamonga suits ALEX KAJARI just fine. He recently went into business there, opening Kajari's Meat and Sausage Specialties in a plant he built himself at 8881 Hellman Ave. Kajari operated a sausage plant in Chicago for 28 years before moving to California seven years ago. Cucamonga is in San Bernardino County.

Three carloads of pork and a carload of bacon and ham were destroyed recently in a fire at Brest Meat Packing Co., Shamokin, Pa. The plant is owned by HARRY BREST.

Schaffer Meat Co., a new wholesale firm, has been established by SIDNEY SCHAFFER at 319 N. Lawrence St., Philadelphia.

Party Packing Corp., 2217 Dwyer Ave., Utica, N.Y., has been granted a charter of incorporation listing capital stock of 200 shares, no par value. Directors are JOSEPH SCARFAROTTI, JOAN KIMBALL and MARY ANN HAWKINS, all of Utica.

North Alabama Meat and Provisions Co. has been opened at 609 Oakwood Ave., W., Huntsville, Ala., by M. H. McCUTCHEON, formerly with Armour and Company at Huntsville and Birmingham. The new firm will offer portion control steaks, boneless cuts, carcass meat and manufactured items in beef and pork. A. V. TAYLOR, also formerly with Armour, is head of the fabricating department.

TRAILMARKS

First permit for a non-MID plant located outside St. Louis to sell meat in that city went to Oldham's Farm Sausage Co., Lee's Summit, Mo. Owner CHARLES Q. OLDHAM said distribution now is going forward in St. Louis. The new St. Louis ordinance, adopted late last month, permits reciprocity of inspection with other Missouri cities.

WOODROW WILSON BAILEY, an executive of Houston Packing Co.,

Houston, Tex., is scheduled to leave February 1 for a three-month stay in Peru, where he will work with the government to solve problems of waste in Peruvian packing plants. The project will be under the auspices of the International Cooperation Administration. Bailey also will help set up meat research laboratories in colleges. A graduate of Texas A. and M. College, he did research on meat products for the armed forces during World War II.

Du Quoin Packing Co., Du Quoin, Ill., has announced the adoption of a pension benefit plan for retired and disabled employees.

Nineteen rare books from the estate of the late OSCAR F. MAYER, founder of Oscar Mayer & Co., Madison, Wis., have been donated to the Memorial Library of the University of Wisconsin. Donors were the founder's son, OSCAR G., chairman of the company's board of directors, and three daughters. A volume printed in 1528, containing Martin Luther's expositions of the Sunday gospels from Advent to Easter, is rated as the oldest and possibly rarest of the collection. Another is a German Bible, a rare 1582 edition of a translation by Johann Dietenberger, an opponent of Luther. The donors said the books were displayed at the 1893 Columbian Exposition in Chicago.

A Holstein bull slaughtered recently at Home Pride Provisions, Inc., Stafford Springs, Conn., was the largest animal the firm has killed since its establishment 25 years ago, according to JOSEPH NEGRO, general manager. The five-year-old animal, purchased from the Osborn Prison Farm, weighed 2,938 lbs. live and dressed out at 1,896 lbs.

Gwaltney, Inc., Smithfield, Va., has announced the appointment of Robert M. Gamble, Jr., Inc., Washington, D. C., as advertising agency for the company's entire line. The agency will kick off the new Gwaltney merchandising plans with the test marketing of three new package designs in the Virginia peninsula area. The products in new dress are Gwaltney of Smithfield bacon, pork sausage and frankfurters.

LEWIS B. PEGGS, executive vice president of the National Stock Yards and Exchange Foundation, National Stock Yards, Ill., has received an American Meat Institute silver emblem for 25 years of industry service. Following his graduation from Purdue University in 1932, Peggs served 21 years with Kingan Inc., Indianapolis, becoming head of the livestock di-

vision. He spent 1953 and 1954 as a foreign aid consultant, helping Turkey set up a livestock and meat packing business. He then served two years as public relations director for Kennett-Murray & Co., livestock order buying firm, before assuming his present post.

CHARLES E. HOUCK, general sales manager of Braun Brothers Packing Co., Troy, O., has been elected to the board of directors of the Troy Chamber of Commerce for a three-year term. Houck has long been active in trade and civic activities and recently headed a Christmas tree fund-raising drive in Troy.

MONROE S. HUGHES has retired on pension after 40 years with Swift & Company. He has been a special buyer in the cattle buyer's office at Chicago since 1954. Hughes started with Swift at Kansas City in 1917. He has served as head buyer for the company at St. Joseph, Mo., Kansas City and Chicago.

Dr. JAMES H. COLEMAN was honored at a testimonial dinner in Manchester, N. H., following his retirement as inspector in charge of federal meat inspection at Manchester, a post he held for the past 16 years. He served with the Meat Inspection Division for nearly 37 years.

The brokerage firm of Chaimson and Robinson, Inc., Baltimore, has been appointed exclusive sales agent for the Armour and Company line of flash frozen meats and pot pies in the Baltimore and Washington (D. C.) markets.

ISADORE FLEEKOP, head of Fleekop's Wholesale Meats, Philadelphia, is serving as a member of the campaign cabinet for the 1958 joint campaign of the Jewish Theological Seminary of America in Philadelphia.

New president of the Missouri Livestock Auction Markets Association is THOMAS BURDITT, Farmers and Traders Commission Co., Palmyra.

DEATHS

A. E. (SHORTY) HAYES, one of the nation's biggest buyers of meat scraps and digester tankage for use in livestock and poultry feed, died January 12 at the age of 63. He was chief purchasing agent of Moorman Manufacturing Co., Quincy, Ill., and had served with the feed manufacturing concern about 40 years. The firm is believed to be the largest single user of animal proteins in the U. S. Hayes served as chairman of the animal and marine by-products committee of the American Feed Manu-

facturers Association from its formation in 1954 until last September when he relinquished the post because of illness. At the same time, he also was relieved of his duties as vice chairman of the AFMA committee of purchasing agents.

RAYMOND H. GIFFORD, 72, retired sales executive of Swift & Company, Chicago, died January 14. He was head of the branch house sales department when he retired in 1949. Gifford joined Swift as an office boy in Boston at the age of 14 and was transferred to Chicago in 1909. He was in charge of the table-ready meats department before becoming head of branch house sales.

CLAUDE E. DORSEY, JR., president of Dorsey Trailers, Inc., Elba, Ala., has passed away.

RHYS JONES, 41, a former member of the public relations department of the American Meat Institute, Chicago, died this week. He was head of the public relations department of Abbott Laboratories, North Chicago, at the time of his death. He is survived by the widow, MARION; two sons and a daughter.

DR. JOHN T. SCHWAB, 67, who was chief of the livestock sanitation division of the Wisconsin department

of agriculture from 1947 to 1950, died January 10 at Tucson, Ariz., where he was spending the winter. Dr. Schwab served as a government meat inspector at Oscar Mayer & Co., Madison, Wis., retiring last fall.

BERNARD JACOBS, assistant sales manager of Braun Brothers Packing Co., Troy, O., passed away recently.

Correction

The vice president of Columbia Corned Beef Co. and Columbia Packing Co., both Chicago, is JIM O'DAY, who has held the posts for a number of years. A story about the death of WALTER B. JEROMINSKI, president of the firms, in last week's NP stated incorrectly that Jerominski's widow, JEANETTE, was vice president. Mrs. Jerominski is secretary-treasurer.

'Li'l Abner' Characters To Help Sell 'Po'k Chops'

Al Capp's "Li'l Abner," whose penchant for "po'k chops" is known by millions of comic strip readers, and his equally-famous mother, "Mammy Yokum," will help sell consumers on some frozen meat specialty items soon to be distributed by Flav-O-Rich, Inc., Detroit, Harold Blumeno, the firm's

director of advertising, announced.

Flav-O-Rich has been granted a license to produce "Li'l Abner Po'k Chop Shapettes," "Li'l Abner Veal Chop Shapettes" and "Mammy Yokum's Oven Ready Loaf."

By using the comic strip characters as trade characters, the company



AL CAPP adapts characters to sell meat.

hopes to entice non-frozen meat consumers into the fold, explained Blumeno, who pointed out that "Li'l Abner" is read by 50,000,000 fans, about two and a half times the number of frozen meat specialty buyers.

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- BEEF - VEAL - PORK - LAMB
- ALL BEEF FRANKFURTERS
- Complete line of SAUSAGE AND SMOKED MEAT
- WEST VIRGINIA SMOKED HAM
- CANNED HAMS and PICNICS

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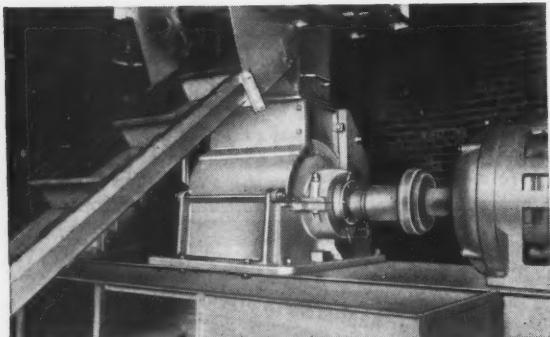
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hammermill action with
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the last word in
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Cellulose Division

THE NATIONAL PROVISIONER, JANUARY 18, 1951



RISERS connected with metal ducts carry warmer air under freezer's subfloor.

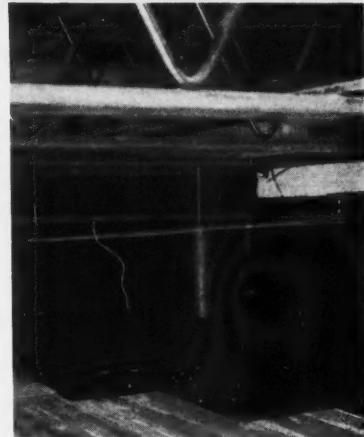
Prevent Frosting Under Large On-Grade Freezer

SOMETIMES the location of a freezer within a building calls for a more involved method of introducing heat under the subfloor than the simple drain tile ventilation arrangement. This was the case at the new warehouse recently completed for Pick-N-Pay Super Markets in Cleveland, Ohio.

In the warehouse a -10° F. area approximately 128 x 96 ft. was located in a long bank of refrigerated rooms, between banana ripening

rooms and 35° F. coolers. An exterior building wall formed the back wall of the freezer. The front wall opened into a general warehouse area where a large bakery may be installed.

The most economical system of subfloor ventilation specifies 6-in. or 8-in. tile in a crushed stone fill under the subfloor. The open ends of each run of tile usually are vented to the outside air, with one end opening located about 3 ft. higher than the other. This creates a stack effect that



METAL PAN ceiling was insulated with Armaglas laid in hot asphalt.

carries in enough heat during the summer to prevent frost buildup.

However, the huge size of the warehouse made it impractical to run the tile lines completely through from exterior wall to exterior wall in either direction. Here's the solution worked out by Armstrong technical service of Armstrong Cork Co.:

First, runs of 8-in. drain tile spaced approximately 7 ft. on centers were laid in a crushed stone fill. At the exterior wall, the tile runs spilled out into a 3 x 3 ft. trench covered over with steel plates. The trench was also open at one end. The other ends of the tile runs were brought up and connected to risers located on the outside of the freezer wall adjacent to the general storage area. Risers were placed so that they would not interfere with use of the sliding doors.

The risers were then connected by



FREEZER walls in warehouse are being covered with 7-in. thickness of insulating board.



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THE RATH PACKING CO., WATERLOO, IOWA



galvanized metal ducts with a common header. A blower installed at the mid-point of the header supplies air at the rate of 200 cfm. to each of the tile runs.

To determine just when the blower had to be operated, installation of thermocouples at strategic locations in the floor was recommended. Thus, periodic temperature checks can be made, and when the area beneath the floor gets too cold, the blower is turned on.

The superintendent of the warehouse reports that the blower is giving positive circulation through each tile run. As the refrigeration system draws heat from the ground beneath the subfloor, this ventilating setup will assure replacement of enough heat to prevent frost formation that eventually results in heaving of the entire floor construction.

MID Permits Omission of Product Weight Marking

Federal meat inspection regulations have been amended to permit the omission of weight markings and other quantity declarations on packaged meats and other products under the jurisdiction of the USDA Meat Inspection Division.

The amendment, which appeared in the *Federal Register* of December 27, retains the provision that when an actual quantity declaration is used, variations incident to packing in accordance with good commercial practice shall be allowed, but the average shall not be less than the quantity stated.

Short Course at Corvallis

The department of food and dairy technology of Oregon State College, Corvallis, is offering the first session of its 37th annual food processors short course on January 20-24. The course, which includes one-week winter sessions for three years, is designed for men engaged in production and quality control in the food processing industry.

Students must enroll for the entire three-year course. James H. Dietz, department of food and dairy technology, is in charge of registration.

Oil Chemists' Convention Set for April in Memphis

The 49th annual meeting of the American Oil Chemists' Society will be held on Monday through Wednesday, April 21-23, at the Peabody hotel, Memphis, Tenn.

Tuesday's chairman will be J. L. Hale, Swift & Company, Newark.

Beef Marketing by the Chains

[Continued from page 23]

arisen in the minds of cattle producers in recent years is the extent to which food distributors are emphasizing or merchandising only one grade or quality of beef. Heretofore, little authoritative information from across the country was available on this subject. We found, however, from this survey of the 52 companies reporting that 53 per cent handle more than one grade of beef. Of these companies, all but three handled more than one grade of beef regularly as a part of their day-to-day operation. These three companies reported handling more than one grade occasionally, when, in their opinion, the market warrants this action. The companies reporting handling more than one grade of beef were not in any one location or particular size group.

"The decision as to which quality of beef and the merchandising policies to be followed using USDA grades, packer brands, or retailer brands, is a matter that each individual company decides in a manner that will best suit its customers. You know that in the end, the consumer gets what she wants. If she can't get it in one market, she chooses another. All different methods of merchandising beef are being appraised continuously by retailers and this information illustrates that the opportunity to merchandise more than one grade successfully is widely recognized.

"It should be emphasized that handling more than one grade of beef creates some difficult problems. Companies in this survey report that the three principal problems encountered in handling more than one grade of beef are: (1) two grades require more display space and must be as widely separated in the meat counter as possible; (2) difficulty of making sure the customer gets the quality she is accustomed to getting—the danger of creating confusion in her mind is great; and (3) supervision.

"Of the 27 companies who reported that they handled more than one grade of beef regularly, 33 per cent reported that they handled U. S. Choice and Standard grades; 29 per cent reported handling U. S. Choice and Good grades; 25 per cent reported handling U. S. Choice and Commercial grades, and the remainder, 13 per cent, reported handling two different packer brands.

"These data reveal that food chain merchandising practices for beef insure strong and continuous demand for all grades of beef and that consumers are being given free choice of different qualities of beef.



Mark carcasses faster! Get FREE samples of— **HOT-CARCASS LABELS**

We'll send you enough free samples of Tensalex Hot-Carcass labels for one day's kill. Test these amazing labels that slap on . . . stick tight . . . pull off clean as a whistle for inspection. Made of strong, latex-impregnated paper, they come in gangs of 4.

- Send me enough free samples for one day's kill. Our average day's kill is _____.
- Send me information about other tags & labels.

Name _____

Firm _____ Title _____

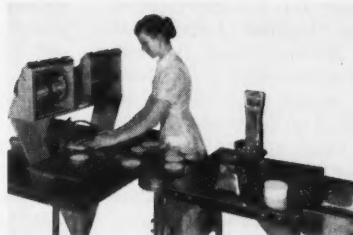
Address _____

City _____ State _____

The National Tag Company, 344 S. Patterson Blvd., Dayton 1, Ohio

See our complete line of tags in the 1958 "Purchasing Guide," Section K.

*Here's a pointer.... Use this CS-17 Packaging Setup for
**FAST PACKAGE PRODUCTION
AND LOWER PACKAGE COSTS***



Setup shown is only one of many you can set up with Great Lakes Units for efficient packaging. We have packaging devices for any purpose or production, designed to permit increased production without making existing units obsolete. Start with what you need, buy only what you need, know that no matter how packaging needs rise you can keep step without waste. Ask for details.

A fast, flexible arrangement! Stack slicer discharges grouped slices on table for check weighing. Up to 75 checked stacks are "stocked-piled" on rotating Transporter Unit which revolves steadily, and constantly brings stacks of product to wrappers. Two operators wrap and label product, feeding packages to the CS-17 Sealer which seals wrap and completes the handsome package for boxing. It's efficient, space-saving, economical. Write!

Great Lakes STAMP & MFG. CO.

2500 IRVING PARK ROAD, CHICAGO 18, ILLINOIS

World's Largest Makers of Meat Branding and Marking Equipment.
Packaging, Labeling and Identification Equipment.



NIMPA Directors Approve Cooley Bill Prior to Meeting of Central Division

CENTRAL DIVISION was present 200-strong to learn, exchange ideas and reaffirm its belief in the NIMPA principle at its annual meeting on January 10 and 11 in the Netherland Hilton hotel in Cincinnati.

The divisional convention followed an important meeting of the board of directors of the National Independent Meat Packers Association at which the group's policy leaders decided unanimously to support the Cooley bill (HR-9020) for modernized and strengthened regulation of the meat packing industry by the U. S. Department of Agriculture rather than the Federal Trade Commission.

The decision of the NIMPA board followed the presentation of opposing views on the question by E. Floyd Forbes, president and general manager of the Western States Meat Packers Association, and Aled P. Davies, assistant to the president of the American Meat Institute. In its policy resolution the board of the independent packers associations said:

"In the light of bills which have been introduced and the hearings which have been held on these bills, the board of directors states its position as favoring the continuing jurisdiction of the U. S. Department of Agriculture over the meat packing industry under Title II of the Packers and Stockyards Act; but the board is also cognizant—because of recent administrative decisions and the fact that Title II of the Act has not been substantially revised since its passage—of the need to revise Title II of the Packers and Stockyards Act along the lines proposed in the Cooley bill (HR-9020) in order to bring it up-to-date and to make it consistent with present-day livestock, meat packing and food industry practices.

"It is, therefore, the position of the NIMPA board that the National Independent Meat Packers Association is in favor of the Cooley bill with proper amendments which would assure the association that the industry would be protected and strengthened by the adequate enforcement of unfair trade practice violations."

The Central division's direction by Alan Braun, Braun Brothers Packing Co., Troy, Ohio, was approved with Braun's election for another term as divisional vice president. The Central group chose as its directors: L. E. Liebmann of Liebmann Packing Co., Green Bay, Wis.; Floyd Segel, Wisconsin Packing Co., Milwaukee, and

Harry Samler, Sucher Packing Co., Dayton, Ohio.

Know your costs, know your working people, know your by-products, know your appropriate meat inspection rules and know how outdoor advertising and sales education can work for you were dominant themes at the divisional meeting.

Gerald Pearson of the Spencer Packing Co., Spencer, Ia., described the firm's up-to-date practices in demanuring, fleshing, curing and handling hides (see the PROVISIONER of January 11).

Dr. W. A. Henning, Pennsylvania Secretary of Agriculture, described the state's meat inspection laws and how they are administered by the department for the protection of consumers, packers and producers.

"There are at present 3,000 abattoirs in Pennsylvania," Dr. Henning said, "of which about 2,000 are on the active list. There are 52 abattoirs operating under official state supervision which employ full-time veterinary inspectors, including ten of the largest poultry processing establishments. There are eight federal meat hygiene stations in Pennsylvania with about 25 abattoirs and branch houses under full-time inspection.

"Many of our chartered municipalities have passed ordinances requiring all meat and meat food products sold within their respective limits to be slaughtered and manufactured under either federal, state or municipal inspection. A few of the cities having regulations of this kind are: Wilkes-Barre, Lancaster, York, Reading, Philadelphia, Coatesville and Scranton. Several other cities are formulating ordinances requiring all meats and meat food products sold within their limits to be slaughtered and manufactured under inspection.

"The adoption of meat hygiene ordinances by such cities indicates that year after year the consuming public is demanding more inspected meats and meat food products.

"This increasing trend toward meat and meat food products produced under supervision is naturally placing more work upon the federal, state and municipal meat hygiene services."

Following brief reports by chairman H. W. Twedell and Richmond Unwin of NIMPA's industrial relations committee, labor consultant James Gilker urged the members to give more attention to their relationships with their employees. He said that a company's labor force, as well

as its customers and supervisors, should be given information about the concern and its progress. He advised management to adopt a businesslike approach and to lay the facts on the line in dealing with unions.

Gilker said that management should prepare for negotiations just as the union representatives do.

C. E. Fessel of Fessel/Siegfriedt, Inc., described NIMPA's program for making high quality outdoor poster and point-of-sale advertising available to packers.

On Saturday morning two large meetings were in progress simultaneously. Fred Sharpe, NIMPA's director of sales training, gave his presentation to a large audience of sales managers and salesmen, as well as top management personnel of plants in the Central division. Meanwhile, in another room, an overflow crowd was sitting in on the second meeting of the Central division Accounting Conference with Cletus P. Elsen of the E. Kahn's Sons Co., Cincinnati, Ohio, chairman of the Accounting Conference, presiding, and John W. Carney of Weiland Packing Company, Phoenixville, Pa., discussing "Material Cost" and "Product Transfers."

Industry suppliers, who worked through MISEA, with Ivan G. Potts of H. J. Mayer & Sons Co., Inc., Chicago, Ill., acting as coordinator, furnished hospitality.

Two Memos from MID

All shipments of meat products imported into Bermuda must be accompanied by the regular export meat inspection certificate, MI-410-3, according to MID Memorandum No. 252. In Memorandum No. 209, Supplement No. 3, covering product specification examination service charged against the vendor, MID said that charges should be made on the basis of a minimum charge of 15 minutes and multiples of 15 minutes thereafter in any one day.

Bill Asks 40° for Women

House Bill 639 introduced in the Massachusetts legislature would require those engaged in packing, processing, slaughtering and manufacturing meat to maintain rooms used by women at a temperature of no less than 40° F.

'Iowa Beef Month' Asked

The Iowa Beef Producers Association has voted to have May designated as "Iowa Beef Month." The group also agreed to ask that a bill be introduced in Congress to repeal the ban on livestock check-offs at posted stockyards.

ALL MEAT... output, exports, imports, stocks

Meat Output Up, But Below Last Year

Production of meat rose sharply following the two holiday periods, as volume of output for the week ended January 11 increased 29 per cent to 419,000,000 lbs. from 326,000,000 lbs. for New Year's week. Current output, however, was 11 per cent smaller than the 468,000,000 lbs. of meat produced in the same post-holiday week of last year. Cattle slaughter increased 31 per cent for the week, but numbered 14 per cent, or 63,000 head smaller than last year. Hog slaughter rose by about 235,000 head for the week, but numbered about 80,000 head, or 6 per cent below the count for the same week last year. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK		TOTAL MEAT PROD. MILL. LBS.
	Number M's	Production Mill. Lbs.	(Excl. lard) Number M's	Production Mill. Lbs.	
Jan. 11, 1958	382	213.9	1,290	177.9	
Jan. 4, 1958	292	163.5	1,045	142.3	
Jan. 12, 1957	445	247.5	1,370	186.5	

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. MILL. LBS.
	Number M's	Production Mill. Lbs.	Number M's	Production Mill. Lbs.	
Jan. 11, 1958	145	14.9	248	11.9	419
Jan. 4, 1958	105	10.8	190	9.1	326
Jan. 12, 1957	164	19.6	300	14.5	468

1950-57 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.
1950-57 LOW WEEK'S KILL: Cattle, 154,814 Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

Week Ended	AVERAGE WEIGHT AND YIELD (LBS.)			
	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
Jan. 11, 1958	1,020	560	242	138
Jan. 4, 1958	1,020	560	239	136
Jan. 12, 1957	1,008	556	239	136

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD. Per cwt.
	Live	Dressed	Live	Dressed	
Jan. 11, 1958	190	103	100	48	42.6
Jan. 4, 1958	190	103	100	48	34.4
Jan. 12, 1957	218	120	100	48	14.7

December Growth of Cold Storage Meat Stocks Mostly Pork; Total Below Average

MEATS moved into cold storage in fair volume during December, with pork leading the list. Stocks of fresh pork grew during the month, while those of processed pork declined. The accumulation of beef was comparatively small, and below average

for the month. Total stocks of meat in cold storage at the close of December amounted to 399,289,000 lbs. for about a 30,000,000-lb. increase over closing November inventories of 369,654,000 lbs. Current meat inventories were sharply below the December 31,

U. S. COLD STORAGE MEAT STOCKS, DECEMBER 31, 1957

	Dec. 31	Nov. 30	Dec. 31	5-YR. AV.
Beef, frozen	8,901	5,029	*	*
Beef, in cure or cured	18,450	22,750	*	*
Total beef	119,912	118,067	236,312	1952-56
Pork, frozen:	12,626	12,785	7,207	220,887
Picnics	132,538	130,852	243,519	229,579
Hams	11,707	8,928	*	*
Bellies	44,664	24,127	*	*
Other pork	65,139	50,618	*	*
Total frozen pork	137,154	102,524	205,635	*
Pork, in cure and cured:	57,144	61,132	74,133	*
Bellies, D.S.	11,707	8,928	*	*
Other D.S. pork	8,481	6,319	*	*
Other pork	37,006	45,885	*	*
Total cure pork	194,298	163,656	279,768	393,039
Veal in freezer	13,287	11,384	20,410	20,954
Lamb and mutton in freezer	5,241	5,309	11,590	13,216
Canned meats in cooler	53,922	58,453	31,203	42,604
Total, all meats	399,286	369,654	606,490	699,392

On December 31, 1957, the government held in cold storage outside of processors' hands 2,064,000 lbs. of beef and 2,198,000 lbs. of pork. *Not reported separately previous to 1957.

1956 aggregate of 606,490,000 lbs. and the five-year average of 699,392,000 lbs. for the date.

December beef holdings at 132,538,000 lbs. compared with 130,852,000 lbs. a month before, 243,519,000 lbs. a year earlier and the closing December average of 229,579,000 lbs.

Pork stocks increased by about 30,000,000 lbs. to 194,298,000 lbs. from 163,656,000 lbs. at the close of November and were less than half as large as a year earlier and the five-year average.

CALIFORNIA STATE INSPECTED SLAUGHTER

State inspected slaughter of livestock in California, November 1957-56, as reported to THE NATIONAL PROVISIONER:

	November 1957	November 1956
Cattle, head	33,702	37,606
Calves, head	19,633	22,862
Hogs, head	20,420	20,361
Sheep, head	32,950	33,449

Meat and lard production for November, 1957-56 (in lbs.) were:

Sausage	6,515,988	4,600,988
Pork and beef	8,889,496	8,406,017
Lard, substitutes	736,968	873,680
Totals	16,142,342	13,877,655

As of November 30, 1957, California had 118 meat inspectors. Plants under state inspection totaled 363, and plants under state approved municipal inspection totaled 58.

CHICAGO LARD STOCKS

Lard inventories in Chicago on January 14, totaled 12,577,397 lbs. according to the Chicago Board of Trade. This volume compared with 10,849,004 lbs. in storage on December 31 and 28,401,158 lbs. on January 14, 1957.

Lard stocks by classes (in pounds) appear in the table below:

	Jan. 14, 1958	Dec. 31, 1957	Jan. 14, 1957
P.S. Lard (a)	5,774,770	4,184,570	13,636,838
P.S. Lard (b)	2,753,501	2,632,912	7,870,056
Dry Rendered Lard (a)	118,832	118,832	11,271,201
Dry Rendered Lard (b)	1,359,794	1,359,794	3,807,331
Other Lard	2,570,500	2,552,896	1,959,732
TOTAL LARD	12,577,397	10,849,004	28,401,158

(a) Made since Oct. 1, 1957.

(b) Made previous to Oct. 1, 1957.

ST. LOUIS PROVISIONS

Provision stocks in St. Louis and East St. Louis on December 31 totaled 5,376,910 lbs. of pork, the St. Louis Livestock Exchange has reported. This volume compared with closing November stocks of 5,449,220 lbs. and 9,141,049 lbs. at the close of December 1956. Stocks of lard amounted to 3,217,269 lbs. compared with 2,049,204 lbs. a month before and 2,536,553 lbs. a year earlier.

PROCESSED MEATS . . . SUPPLIES

Expect Small Gain In Meat Output, Slaughter This Year

The U. S. Department of Agriculture has indicated that livestock slaughter and meat production in 1958 will show a comparatively small gain over last year despite a large feed supply and a moderate increase in the spring pig crop.

Economists for the USDA indicated that a 6 per cent increase in the supply of hogs will be offset partly by the cyclical decline in cattle numbers now under way.

The USDA said prices on hogs next fall are expected to be "appreciably lower" than in the latter part of 1957, yet "very considerable" above their low of late 1956. Cattle prices promise to be as high or higher than in 1957. Marketings of cattle and calves almost certainly will be reduced, inasmuch as withholding of both cows and calves from market already has begun.

The USDA suggested that the reduced calf slaughter will not reverse the downtrend in cattle numbers immediately, but is a first step necessary to a reversal later. This seemed to bear out an earlier department prediction that the downtrend of the cattle cycle—which brackets low numbers with high prices, then builds up to high numbers with low prices—will not last as long as usual.

When the huge corn crop was harvested wet last fall movement of hogs to market was slowed down. The resulting price strength brought general withholdings for extra feeding. Marketing of hogs in the first two or

three months of 1958 will be above the relatively small marketings of a year ago.

The bulk of cattle on feed will remain on feed through the winter. This means the largest marketings of well-finished animals will come in the spring. Lambs also will be marketed at heavier weights.

Consumer Indexes Up More

Prices on most consumer commodities continued to advance in the week ended January 7, according to a Bureau of Labor Statistics report. The wholesale price index on meats rose to 98.5 from 98.2 for the previous week for a new high since the record 100.1 established for the week ended September 3. The average primary market price index rose to a record high of 118.5. The same indexes for the corresponding period last year were 80.3 and 116.4 per cent, respectively. Current indexes were calculated on the basis of the 1947-49 average of 100 per cent.

Eat Beef And Live Long

"Eat chops and beef steak and live long" is the motto of J. P. Smith of Nottingham, England, who recently observed his 93rd birthday anniversary. Smith, who has been in retirement for some years, is still very active. He recalls that in his younger days when he competed in athletic events he always made a practice of training on beef steak. "There's nothing like it for keeping you in top condition," he insists.

DOMESTIC SAUSAGE

	(1 lb.)
Pork sausage, bulk	67/68
in 1-lb. roll,	39 67/68
Pork saus., s.c. 1 lb. pk. 57	67/59
Franks, s.c. 1-lb. pk. .63/62/74	
Franks, skinless,	
1-lb. package	50 67/52
Bologna, ring (bulk) .....	.47/50 67/52
Bologna, art. cas., bulk, 40½ 67/41	
Bologna, p.c., sliced,	
6-7 oz. pk., doz.	2.91@3.12
Smoked liver, h.b., bulk, 42 @50	
Smoked liver, a.c., bulk, 40 @47	
Polish saus., smoked	68 67/67
New Eng. lunch spec.	63 @73
New Eng. lunch spec., sliced, 6-7 oz. doz.	4.45@4.68
Olive loaf, bulk	40 67/68
O.L., sliced, 6-7 oz. doz. 3.55@3.48	
Blood and tongue, bulk	60 67/65
Pepper loaf, bulk	61/6 67/71
P.L., sliced, 6-7 oz. doz. 4.05@4.56	
Picnic & pinimento loaf	42/44 67/49
P.&P., sliced, 6-7 oz. doz. 2.90@3.36	

DRY SAUSAGE

	(1 lb.)
Cervelat, ch. hog bungs	98@1.00
Thuringer	55@1.57
Frank	80@1.85
Hofschinken	87@1.87
Salamini, B. C.	97@1.90
Salamini, Genoa style	97@1.90
Salamini, cooked	48@1.50
Paperoni	91@1.93
Stellini	96@1.98
Goteborg	82@1.25
Matarella	58@1.60

SEEDS AND HERBS

	(1 lb.)	Whole	Ground
Caraway seed	19	24	
Cominos seed	41	47	
Mustard seed,			
fancy	23		
yellow Amer.	17		
Oregano	44		
Coriander,			
Morocco, No. 1	20	24	
Marjoram, French	65	70	
Sage, Dalmatian, No. 1	56	64	

(Basis, Chicago, original barrels, bags, bales)

SPICES

	Whole	Ground
Allspice, prime	78	88
Resifted	86	95
Chili, pepper	45	
Chili, powder	52	
Cloves, Zanzibar	66	71
Ginger, Jam., unbl.	92	98
Mace, fancy, Banda, 3.50	4.00	
West Indies	3.70	
East Indies	3.45	
Mustard flour, fancy	40	
No. 1	36	
West India nutmeg	2.75	
Paprika, Amer. No. 1	48	
Paprika, Spanish	67	
Cayenne pepper	62	
Pepper:		
Red, No. 1	57	
White	49	53
Black	39	42½

SAUSAGE CASINGS

(L.C.I. prices quoted to manufacturers of sausages)

Beef rounds: (Per set)

Clear, 29/35 mm. 1.05@1.35

Clear, 35/38 mm. 1.00@1.15

Clear, 35/40 mm. 85@1.10

Clear, 38/40 mm. 90@1.35

Clear, 40/44 mm. 1.30@1.65

Clear, 44 mm./up. 1.97@2.50

Not clear, 40 mm./dn. 70@1.80

Not clear, 40 mm./up. 75@1.85

Beef weanlings: (Each)

No. 1, 24 in./up. 14@1.15

No. 1, 22 in./up. 10@1.15

Beef middles: (Per set)

Ex. wide, 2½ in./up. 3.50@3.70

Spec. wide, 2½-3½ in. 2.55@2.70

Spec. med., 1½-2½ in. 1.50@1.60

Narrow, 1½ in./dn. 1.03@1.15

Beef bung caps: (Each)

Clear, 5 in./up. 34@1.40

Clear, 4½-5 inch 29@1.25

Clear, 4-4½ inch 19@1.21

Clear, 3½-4 inch 15@1.16

Not clear, 4½ inch/up. 18@1.21

Beef bladders, salted: (Each)

7½ inch/up, inflated. 18

6½-7½ inch, inflated. 13

5½-6½ inch, inflated. 13

Pork casings: (Per tank)

20 mm./down 4.50@4.75

20/32 mm. 4.30@4.75

32/35 mm. 3.15@3.65

35/38 mm. 2.70@3.10

38/44 mm. 2.50@2.90

U. S. Lard Exports Dip 23% In Nov.; 11-Mo. Total Off 16%

United States exports of lard declined 23 per cent to 35,000,000 lbs. in November from 43,000,000 lbs. in October and 34 per cent from November 1956 exports of 47,000,000 lbs., the Foreign Agricultural Service has revealed. The January-November aggregate of 465,000,000 lbs. was about 16 per cent smaller than last year's shipments of about 538,000,000 lbs. for the same period.

Reduced U. S. hog slaughter, higher export prices and stronger foreign competition accounted for our reduced shipments of lard last year. Tighter foreign import restrictions are also beginning to hurt our exports of the commodity. West Germany cut her imports of U. S. lard by about 70 per cent from 1956 volume.

U. S. Share Of British Lard Market Off in Jan.-Oct. 1957

Lard imports by the United Kingdom from all sources during the first ten months of 1957 totaled 199,500,000 lbs., compared with 175,900,000 lbs. for the same period in 1956. Despite the increase in trade, the United States' share of the market dropped from 76.0 per cent for January-October 1956 to 63.8 per cent for the same period in 1957.

Conversely, France increased its share of the British market from 3 to 9.7 per cent. Strong price competition from France, Belgium and Argentina was the principal reason for the reduction in U. S. lard trade.

	(Each)
Hog bungs:	
Sow, 34 in., cut	58@64
Export, 34 in., cut	52@56
Large prime, 34 in.	24@22
Med. prime, 34 in.	25@27
Small prime	16@22
Middles, cap off	60@78
Hog skips	5@16
Hog runners, green	19@22
Sheep casings: (Per tank)	
28 mm.	6.20@6.50
24 mm.	6.05@6.30
22 mm.	4.75@5.25
20 mm.	4.10@4.45
18/20 mm.	2.70@3.25
16/18 mm.	1.50@2.20
Pork casings: (Per set)	
Ex. wide, 2½ in./up. 3.50@3.70	
Spec. wide, 2½-3½ in. 2.55@2.70	
Spec. med., 1½-2½ in. 1.50@1.60	
Narrow, 1½ in./dn. 1.03@1.15	
Beef bung caps: (Each)	
Clear, 5 in./up. 34@1.40	
Clear, 4½-5 inch 29@1.25	
Clear, 4-4½ inch 19@1.21	
Clear, 3½-4 inch 15@1.16	
Not clear, 4½ inch/up. 18@1.21	
Beef bladders, salted: (Each)	
7½ inch/up, inflated. 18	
6½-7½ inch, inflated. 13	
5½-6½ inch, inflated. 13	
Pork casings: (Per tank)	
20 mm./down 4.50@4.75	
20/32 mm. 4.30@4.75	
32/35 mm. 3.15@3.65	
35/38 mm. 2.70@3.10	
38/44 mm. 2.50@2.90	
Sugar:	
Raw, 96 basis, f.o.b. N.Y. 6.10	
55	
Choc. 200	
Pure refined gran. 8.70	
nitrate of soda	5.05
Pure RFD, powdered nitrate of soda	8.85
Salt, paper sacked, f.o.b. Chgo. 30.00	
Chgo., gran., carlots, ton. 30.00	
Rock salt, ton in 100 lb. bags, f.o.b. whse. Chgo. 28.00	
Sugar:	
45	
55	
Choc. 200	
Pure RFD, powdered nitrate of soda	8.70
Packers, curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	8.55
Cerelose, regular	7.50
Ex-warehouse, Chicago	7.40

BEEF-VEAL-LAMB... Chicago and outside

CHICAGO

January 14, 1958

WHOLESALE FRESH MEATS CARCASS BEEF

	(Frozen, carlots, lb.)
Steers, gen. range:	(carlots, lb.)
Prime, 700/800	43½n
Choice, 500/600	43½n
Choice, 600/700	43½@44
Choice, 700/800	42@42½
Good, 500/600	38 @39
Good, 600/700	38 @39
Ball	33½
Commercial cow	32
Canner-cutter cow	31 @31½

PRIMAL BEEF CUTS

	(Lb.)
Rounds, all wts.	52n
Trimmed loins,	
50/70 lbs. (lcl)	76 @86
Square chuck,	
70/90 lbs. (lcl)	42n
Arm chucks, 80/110	39½@40
Ribs, 25/35 (lcl)	63 @68
Briskets (lcl)	31 @32
Navels, No. 1	17
Flanks, rough No. 1	18

	(Lb.)
Hindqtrs., 5/800	49
Foreqtrs., 5/800	37½@38
Rounds, 70/90	51
Tr. loins, 50/70 (lcl)	64 @68
Sq. chuck, 70/90	42n
Arm chucks, 80/110	39½@40
Ribs, 25/35 (lcl)	57 @63
Briskets (lcl)	31 @32
Navels, No. 1	17
Flanks, rough No. 1	18

Cheese:

	(Lb.)
Hindqtrs., 5/800	49
Foreqtrs., 5/800	37½@38
Rounds, 70/90	51
Tr. loins, 50/70 (lcl)	64 @68
Sq. chuck, 70/90	42n
Arm chucks, 80/110	39½@40
Ribs, 25/35 (lcl)	57 @63
Briskets (lcl)	31 @32
Navels, No. 1	17
Flanks, rough No. 1	18

	(Lb.)
Good (all wts.):	
Rounds	49 @51
Sq. cut chuck	40 @41
Briskets	30
Ribs	53 @56
Loins	55 @59

	(Lb.)
Fresh J/L C-C Grade	Froz. C/L
606/603 Cow, 3/dn.	61
786/80 Cow, 3/4	74
856/88 Cow, 4/5	80
956/110 Cow, 5/up	85@90
956/110 Cow, 5/up	85@90

COW & BULL TENDERLOINS

	(Lb.)
Prime, 90/120	8
Prime, 120/150	52.00
Choice, 90/120	45.00@46.00
Choice, 120/150	45.00@46.00
Good, 90/150	40.00@41.00
Stand., 90/190	35.00@36.00
Utility, 90/190	33.00@34.00
Cull, 60/125	28.00@29.00

BEEF HAM SETS

	(Lb.)
Insides, 12/up, lb.	56
Outsides, 8/up, lb.	51
Knuckles, 7½/up, lb.	56

CARCASS MUTTON

	(Lb.)
Choice, 70/down, lb.	.25½@26½
Good, 70/down, lb.	.24½@25½
n—nominal, b—bid, a—asked.	

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
FRESH BEEF (Carcass)	Jan. 14	Jan. 14	Jan. 14
STEER:			
Choice:			
500-600 lbs.	\$44.00@46.00	\$44.00@46.00	\$44.50@46.00
600-700 lbs.	43.00@44.00	43.00@44.00	44.00@45.00
Good:			
500-600 lbs.	42.00@44.00	42.00@44.00	43.00@44.50
600-700 lbs.	41.00@43.00	42.00@43.00	42.50@43.50
Standard:			
350-600 lbs.	40.00@42.00	38.00@40.00	40.00@42.00
COW:			
Standard, all wts.	None quoted	37.00@39.00	None quoted
Commercial, all wts.	36.00@38.00	36.00@38.00	36.00@38.00
Utility, all wts.	35.00@37.00	34.00@36.00	35.00@37.00
Canner-cutter	None quoted	30.00@34.00	33.00@35.00
Bull, util. & com'l	38.00@40.00	36.00@38.00	31.00@42.50
FRESH CALF:	(Skin-off)	(Skin-off)	(Skin-off)
Choice:			
200 lbs. down	45.00@48.00	48.00@50.00	46.00@48.00
Good:			
200 lbs. down	44.00@47.00	47.00@50.00	42.00@47.00
LAMB (Carcass):			
Prime:			
45-55 lbs.	50.00@52.00	47.00@51.00	48.50@51.00
55-65 lbs.	48.00@50.00	45.00@47.00	46.00@49.00
Choice:			
45-55 lbs.	50.00@52.00	47.00@51.00	48.50@51.00
55-65 lbs.	48.00@50.00	45.00@47.00	46.00@49.00
Good, all wts.	46.00@50.00	44.00@47.00	46.00@50.00
MUTTON (Ewe):			
Choice, 70 lbs./down	None quoted	26.00@28.00	23.00@25.00
Good, 70 lbs./down	None quoted	25.00@27.00	23.00@25.00

BEEF PRODUCTS

	(Frozen, carlots, lb.)
Tongues, No. 1, 100's	28
Tongues, No. 2, 100's	19n
Hearts, regular	23
Livers, regular	35½@38
Livers, selected	35/50's
Lips, scalped	100's
Lips, unscalloped	100's
Tripe, scalched	100's
Tripe, cooked	100's
Melts, 100's	7½
Lungs, 100's	7½
Udders, 100's	5n

FANCY MEATS

	(lcl. prices, lb.)
Beef tongues, corned	29½
Veal breads,	
under 12 oz.	70½
12 oz. up	88
Calf tongues, 1 lb./dn.	19
Oxtails, fresh, select	24 @25

BEEF SAUS. MATERIALS

	(lcl. prices, lb.)
Canner-cutter cow	(Lb.)
meat, barrels	45n
Bull meat, boneless,	
barrels	47n
Beef trimmings	
75/85% barrels	34½
Beef trimmings	
85/90% barrels	40
Boneless chuck,	
barrels	44
Beef cheek meat,	
trimmed, barrels	35½
Shank meat, bbls.	47½
Beef head meat, bbls.	30
Veal trimmings,	
boneless, barrels	39½

VEAL—SKIN OFF

	(lcl. carcass prices, cwt.)
Prime, 90/120	8
Prime, 120/150	52.00
Choice, 90/120	45.00@46.00
Choice, 120/150	45.00@46.00
Good, 90/150	40.00@41.00
Stand., 90/190	35.00@36.00
Utility, 90/190	33.00@34.00
Cull, 60/125	28.00@29.00

CARCASS LAMB

	(lcl. prices, lb.)
Prime, 35/45	54
Prime, 45/55	53½
Prime, 55/65	52½
Choice, 35/45	54
Choice, 45/55	53½
Choice, 55/65	52½
Good, all wts.	50

CARCOSS MUTTON

	(Lb.)
Choice, 70/down, lb.	.25½@26½
Good, 70/down, lb.	.24½@25½
n—nominal, b—bid, a—asked.	

NEW YORK

January 14, 1958

WHOLESALE FRESH MEATS CARCASS BEEF

	(l.c.l. prices)
Steer:	(Western, cwt.)
Prime, care., 6/700	\$47.50@49.00
Prime, care., 7/800	47.00@48.00
Choice, care., 6/700	45.00@47.00
Choice, care., 7/800	45.00@48.00
Good, care., 6/700	43.00@45.00
Good, care., 7/800	43.00@46.00
Hinds., pr., 6/700	54.00@56.00
Hinds., pr., 7/800	53.00@57.00
Hinds., ch., 6/700	53.00@56.00
Hinds., ch., 7/800	53.00@55.00

BEEF CUTS

	(l.c.l. prices, lb.)
Prime steer:	
Hindqtrs., 600/700	.55 @5.58
Hindqtrs., 700/800	.54 @5.51
Hindqtrs., 800/900	.53 @5.50
Rounds, flank off	.54 @5.58
Rounds, diamond bone, flank off	.54 @5.58
Short loins, untrim.	.70 @6.80
Short loins, trim.	.92 @6.12
Flanks	.18 @6.19
Ribs (7 bone cut)	.65 @6.70
Arm chucks	.43 @6.45
Briskets	.35 @6.38
Plates	.19½ @6.21

CHOICE STEER:

	(l.c.l. prices)
Hindqtrs., 600/700	.52 @5.56
Hindqtrs., 700/800	.51 @5.55
Hindqtrs., 800/900	.50 @5.53
Rounds, flank off	.53 @5.57
Rounds, diamond bone, flank off	.54 @5.58
Short loins, untrim.	.57 @6.64
Short loins, trim.	.77 @8.84
Flanks	.17½ @8.18
Ribs (7 bone cut)	.56 @6.60
Arm chucks	.42 @6.45
Briskets	.34 @6.37
Plates	.19 @6.20

VEAL CARCASSES:

	(Western)
Prime, 90/120	\$49.00@54.00
Prime, 120/150	49.00@54.00
Choice, 90/120	45.00@49.00
Choice, 120/150	45.00@49.00
Good, 90/150	41.00@43.00
Good, 120/150	41.00@43.00
Stand., 90/190	35.00@36.00
Stand., 90/120	36.00@38.00
Calf, 200/dn., ch.	37.00@39.00
Calf, 200/dn., std.	36.00@38.00
Calf, 200/dn., std.	34.00@36.00

LOCAL SLA

PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, Jan. 15, 1958)

SKINNED HAMS

F.F.A. or fresh	Frozen	F.F.A. or fresh	Frozen
46½b	10/12	46½n	8/8
44½	12/14	44½	8/10
42½@43	14/16	42½@43	10/12
41½	16/18	41½	10/14
41@41½	18/20	41@41½	14/16
40½@41	20/22	40½@41	20/22
40½	22/24	40½	24/26
38	24/26	38	25/30
36	25/up, 2's in.	36	25/up, 2's in.

PICNICS

F.F.A. or fresh	Frozen
27@27½	4/6
26½	6/8
25	8/10
25	10/12
24½@25	12/14
24½@25	8/up, 2's in.

FAT BACKS

Frozen or fresh	Cured
9n	6/8
9n	8/10
9½n	10/12
9½n	12/14
12n	14/16
15n	16/18
15n	18/20
15n	20/25

n—nominal, b—bid, a—asked.

LARD FUTURES PRICES

NOTE: Add $\frac{1}{2}$ c to all price quotations ending in 2 or 7.

FRIDAY, JAN. 10, 1958

	Open	High	Low	Close
Jan. 11.90	11.92	11.80	11.90b	
Mar. 11.85	11.87	11.75	11.87a	
May 11.87	11.90	11.75	11.87	
—90				
July 11.85	11.92	11.77	11.92	
—87				
Sept. 11.87	11.90	11.75a	11.90	
Sales: 4,760,000 lbs.				
Open interest at close Thurs., Jan. 9; Jan. 14, Mar. 420, May 350, July 81, and Sept. six lots.				

MONDAY, JAN. 13, 1958

	Open	High	Low	Close
Jan. 11.92	11.92	11.80	11.90	
Mar. 11.87	11.87	11.72	11.80	
May 11.82	11.82	11.75	11.80	
July 11.82	11.87	11.75	11.82b	
Sept. 11.75	11.90	11.75	11.85b	

Sales: 3,800,000 lbs.

Open interest at close Fri., Jan. 10; Jan. 132, Mar. 421, May 350, July 80, and Sept. eight lots.

TUESDAY, JAN. 14, 1958

	Open	High	Low	Close
Jan. 11.95	12.17	11.95	12.10b	
Mar. 11.85	11.95	11.82	11.90a	
May 11.85	11.95	11.82	11.87b	
July 11.85	11.95	11.85	11.95	
Sept. 11.92	11.95	11.87	11.95	

Sales: 6,720,000 lbs.

Open interest at close Mon., Jan. 13; Jan. 128, Mar. 417, May 356, July 90, and Sept. 16 lots.

WEDNESDAY, JAN. 15, 1958

	Open	High	Low	Close
Jan. 12.10	12.12	12.10	12.12	
Mar. 11.90	11.90	11.82	11.85a	
May 11.90	11.90	11.85	11.85a	
July 11.90	11.92	11.90	11.90a	
Sept. ....	....	....	11.92a	

Sales: 2,840,000 lbs.

Open interest at close Tues., Jan. 14; Jan. 128, Mar. 417, May 364, July 95, and Sept. 16 lots.

THURSDAY, JAN. 16, 1958

	Open	High	Low	Close
Jan. 12.10	12.10	11.85	11.85	
Mar. 11.80	11.80	11.65	11.65	
May 11.80	11.80	11.65	11.67b	
July 11.87	11.87	11.67	11.70	
Sept. 11.85	11.85	11.72	11.72b	

Sales: 5,000,000 lbs.

Open interest at close Wed., Jan. 15; Jan. 93, Mar. 387, May 373, July 96, and Sept. 16 lots.

WEEK'S LARD PRICES

P.S. or D. R.	Dry cash Tieres (Open (Bd. Trade) Mkt.)	Ref. in 50-lb. loose tins Mkt.)
Jan. 10. 12.37½n	11.00	13.25n
Jan. 13. 12.37½n	10.87½	13.25n
Jan. 14. 12.37½n	10.75	13.00n
Jan. 15. 12.37½n	10.62½	13.00n
Jan. 16. 12.37½n	10.62½	13.00n

n—nominal, b—bid, a—asked.

HOG MARGINS A LITTLE BETTER THIS WEEK

(Chicago costs, credits and realizations for Monday and Tuesday)

Markups in pork prices, which in most instances were larger than advances in live hog prices, helped bring about better cut-out margins this week. Gains were small, but heavyweight porkers returned to the plus column after last week's dip into the minus side.

—180-220 lbs.— 220-240 lbs.— 240-270 lbs.—

Value	Value	Value
per cwt.	per cwt.	per cwt.
cwt.	fin.	fin.
alive	yield	alive
\$13.38	\$19.07	\$12.82
6.08	8.69	5.97
2.23	3.20	2.02
Lean cuts	\$19.44	\$19.31
Fat cuts, lard, trimmings, etc. ....	.10	.10
Cost of hogs	1.70	1.50
Handling, overhead	21.24	20.91
TOTAL COST	21.24	20.91
TOTAL VALUE	21.69	20.81
Cutting margin	+\$.45	-\$.10
Margin last week .....	.01	.02

PACIFIC COAST WHOLESALE PORK PRICES

Los Angeles San Francisco No. Portland
Jan. 14 Jan. 14 Jan. 14

FRESH PORK (Carcass) (Packer style) (Shipper style) (Shipper style)
80-120 lbs., U.S. No. 1-3. None quoted \$32.00@35.00 None quoted \$31.00@32.00

120-180 lbs., U.S. No. 1-3. \$33.00@34.00 30.00@32.00

FRESH PORK CUTS, No. 1:

LOINS: 8-10 lbs. 50.00@55.00 56.00@58.00 53.00@58.00
10-12 lbs. 50.00@55.00 56.00@62.00 54.00@60.00
12-16 lbs. 50.00@55.00 58.00@62.00 55.00@60.00

PICNICS: (Smoked) 4-8 lbs. 33.00@39.00 36.00@40.00 37.00@40.00

HAMS: 12-16 lbs. 52.00@60.00 58.00@62.00 55.00@59.00
16-18 lbs. 51.00@59.00 56.00@60.00 54.00@59.00

BACON "Dry" Cure, No. 1:
6-8 lbs. 47.00@60.00 58.00@64.00 51.00@55.00
8-10 lbs. 47.00@54.00 56.00@60.00 49.00@53.00
10-12 lbs. 45.00@50.00 54.00@60.00 48.00@51.00

LARD, Refried:
1-lb. cartons 18.00@19.75 20.00@21.00 17.00@19.00
50-lb. cartons & cans. 15.50@19.25 18.00@20.00 None quoted 14.00@18.00

SPARERIBS, 3/down 14.25@18.75

PHILA. FRESH PORK

January 14, 1958 January 14, 1958

WESTERN DRESSED

Pork loins, 8/12 \$51.00@57.00 Reg. loins, 8/12 50 g Reg. loins, 12/16 50 g Reg. loins, 12/16 50 g
Pork loins, 12/14 50.00@58.00 Pork loins, 12/16 50.00@58.00 Pork loins, 12/16 50 g
Hams, sknd., 10/14 48.00@52.00 Boston butts, 4/8 40 g Boston butts, 4/8 40 g Boston butts, 4/8 40 g
Boston butts, 4/8 40.00@44.00 Regular picnics, 4/8 29.00@32.00 Spareribs, 3/down 40 g Regular picnics None qd

(l.e.l. prices, e.w.t.) Western

Pork loins, 8/12 50.00@53.00 Pork loins, 8/12 52 g Pork loins, 12/16 52 g Pork loins, 12/16 52 g

Pork loins, 12/14 49.00@52.00 Pork loins, 12/14 50 g Pork loins, 12/14 50 g

Hams, sknd., 10/14 47.00@54.00 Hams, sknd., 10/14 48 g Hams, sknd., 10/14 48 g

Boston butts, 4/8 38.00@42.00 Boston butts, 4/8 42 g Boston butts, 4/8 42 g

Picnics, 4/8 28.00@31.00 Picnics, 4/8 30 g Picnics, 4/8 30 g

Spareribs, 3/down 41.00@45.00 Spareribs, 3/down 41 g Spareribs, 3/down 41 g

LOCALLY DRESSED

Pork loins, 8/12 52 g Pork loins, 8/12 52 g Pork loins, 12/16 52 g Pork loins, 12/16 52 g

Bellies, 10/12 30 g Bellies, 10/12 30 g Bellies, 10/12 30 g Bellies, 10/12 30 g

Skinned hams, 10/12 49 g Skinned hams, 10/12 49 g Skinned hams, 10/12 49 g Skinned hams, 10/12 49 g

Skinned hams, 12/14 47 g Skinned hams, 12/14 47 g Skinned hams, 12/14 47 g Skinned hams, 12/14 47 g

Boston butts, 4/8 41 g Boston butts, 4/8 41 g Boston butts, 4/8 41 g Boston butts, 4/8 41 g

HOG-CORN RATIOS

The hog-corn ratio based on barrows and gilts at Chicago for the week ended Jan. 11, 1958 was 16.7, the U. S. Department of Agriculture has reported. This ratio compared with the 16.0 ratio for the preceding week and 12.8 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.13, \$1.143 and \$1.34 per bu. during the three periods, respectively.

BY-PRODUCTS... FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Wednesday, January 15, 1958

BLOOD	Unground, per unit of ammonia, bulk	6.25¢
DIGESTER FEED TANKAGE MATERIALS	Wet rendered, unground, loose:	
	Low test	6.25¢
	Med. test	6.25¢
	High test	6.00¢

PACKINGHOUSE FEEDS

Carlots, ton	
30% meat, bone scraps, bagged	\$8.75/60¢
30% meat, bone scraps, bulk	75.00¢/62.75¢
60% digester tankage, bagged	77.50¢/85.00¢
60% digester tankage, bulk	75.00¢/80.00¢
80% blood meal, bagged	120.00¢/125.00¢
Steak bone meal, bagged (especially prepared)	85.00¢
80% steam bone meal, bagged	70.00¢

FERTILIZER MATERIALS

Feather tankage, ground	per unit ammonia	*4.75@5.00
Hoof meal, per unit ammonia		*5.75@6.25

DRY RENDERED TANKAGE

Low test, per unit prot.	1.35¢
Med. test, per unit prot.	1.30¢
High test, per unit prot.	1.30¢

GELATINE AND GLUE STOCKS

Bone stock (gelatine), ton	33.00
Cattle jaws, feet (non-gel.), ton	12.00@16.00
Trim bone, ton	15.00@20.00
Pigskin (gelatine), cwt.	6.50
Pigskins (rendering), piece	15@25

ANIMAL HAIR

Winter coil dried, per ton	*35.00@50.00
Summer coil dried, per ton	*25.00@30.00
Cattle switches, per piece	3@4
Winter processed (Nov.-March)	
gray, lb.	9n
Summer processed (April-Oct.)	
gray, lb.	5@6n

*Delivered. n—nominal. a—asked.

TALLOWS and GREASES

Wednesday, January 15, 1958

Export inquiry on product destined for Avondale La., imparted strength to bleachable fancy tallow and choice white grease, all hog. Quick shipment of the latter sold at 8½¢c, c.a.f. Avondale, and was bid at the same price c.a.f. New York.

The market in the Midwest was mixed, with better interest apparent on the lower and medium grades. No. 1 tallow sold within the quoted range of 7@7½¢c, c.a.f. Chicago. Edible tallow traded at 10½¢c, f.o.b. River points. Additional tanks sold at 10¾¢c, and later movement was recorded at 11c, all c.a.f. Chicago.

Bleachable fancy tallow was bid at 8½¢c, c.a.f. Avondale. A few tanks of special tallow sold at 7¾¢c, c.a.f. Avondale.

The market on Monday of the new week was mostly a bid and offering affair. Choice white grease, all hog, was bid at 8½¢c, c.a.f. New York, but

was held ½¢ higher. Original fancy tallow was bid at 8¾¢c, same destination, but was held at 9c. Continued inquiry in the market on bleachable fancy tallow ranged at 8½@8¾¢c, c.a.f. East, product considered.

Trade talk indicated a softer undertone on Tuesday. Several tanks of bleachable fancy tallow traded at 8¾¢c, c.a.f. East, and at 7¾@7½¢c, f.o.b. Chicago. Yellow grease was bid at 8c, c.a.f. New York, but was held at 8½¢c. Bleachable fancy tallow was also bid at 8¾¢c, special tallow at 8c, yellow grease at 7¾@7½¢c, all c.a.f. Avondale. Edible tallow sold at 10½¢c, f.o.b. River, and at 10¾¢c, c.a.f. Chicago. Hard body bleachable fancy tallow was bid at 8½¢c, c.a.f. East. Indications were in the market at 8½¢c, c.a.f. New York on choice white grease, all hog, with offerings heard at 8¾¢c.

The inedible tallow and grease market was very quiet at midweek. No material change on the part of buyers' and sellers' ideas on product for New York and Avondale destinations. Edible tallow was offered

Cuts Dehairing Time Up To 50%



OLD BALDY penetrates and loosens hair at the roots. Hairs and bristles slide off the carcass. Hogs look better. Labor costs drop. Sold on Money-Back Guarantee.

No. 703—300-lb. drum
OLD BALDY, per lb. 21¢

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Processors of fine quality Ham... Bacon... Sausage... Canned Meats... Pork... Beef... Lamb

HIDES AND SKINS

at 10½c, f.o.b. River, and at 10¾c, c.a.f. Chicago. Buyers were not very active.

TALLOWS: Wednesday's quotations: edible tallow, 10½c, f.o.b. River and 10¾c, Chicago basis; original fancy tallow, 8@8½c; bleachable fancy tallow, 7½@7¾c; prime tallow, 7½@7¾c; special tallow, 7¾c; No. 1 tallow, 7@7½c; and No. 2 tallow, 6¾@6¾c.

GREASES: Wednesday's quotations: choice white grease, not all hog, 7¾c; B-white grease, 7¾c; yellow grease, 7@7½c; house grease, 6¾@6¾c; brown grease, 6¾@6¾c. Choice white grease, all hog, was quoted at 8½c, c.a.f. East.

EASTERN BY-PRODUCTS

New York, Jan. 15, 1958

Dried blood was quoted today at \$4.50@\$4.75 per unit of ammonia. Low test wet rendered tankage was listed at \$4.50 per unit of ammonia and dry rendered tankage was priced at \$1.10 per protein unit.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, JAN. 10, 1958

	Open	High	Low	Close	Prev. close
Mar.	17.12	17.13	17.03	17.05	17.13
May	16.88b	16.90	16.81	16.80b	16.90b
July	16.76	16.71	16.69	16.60	16.72
Sept.	15.60b	15.62	15.56	15.54b	15.63b
Oct.	15.35a	....	....	15.10b	15.25a
Sales: 168 lots.					

MONDAY, JAN. 13, 1958

	Open	High	Low	Close	Prev. close
Mar.	17.02b	17.11	17.01	17.10	17.05
May	16.82	16.84	16.78	16.82	16.80b
July	16.56b	16.63	16.56	16.59	16.60
Sept.	15.49b	15.53	15.50	15.50b	15.54b
Oct.	15.25a	....	....	15.15b	15.10b
Sales: 168 lots.					

TUESDAY, JAN. 14, 1958

	Open	High	Low	Close	Prev. close
Mar.	17.18	17.26	17.12	17.20	17.10
May	16.85b	16.97	16.83	16.94	16.82
July	16.60b	16.74	16.72	16.71	16.59
Sept.	15.52	15.64	15.52	15.64b	15.50b
Oct.	15.20a	15.15	15.15	15.10b	15.15a
Sales: 322 lots.					

WEDNESDAY, JAN. 15, 1958

	Open	High	Low	Close	Prev. close
Mar.	17.20	17.20	17.16	17.18	17.20
May	16.95	16.97	16.91	16.93	16.94
July	16.73	16.73	16.69	16.68b	16.71
Sept.	15.64b	15.65	15.60	15.58b	15.64b
Oct.	15.20	15.20	15.20	14.96b	15.10b
Sales: 229 lots.					

VEGETABLE OILS

Wednesday, January 15, 1958

Crude cottonseed oil, f.o.b.	Open	High	Low	Close	Prev. close
Valley 14%	14%				
Southeast 15½%					
Texas 14%@14½%					
Corn oil in tanks, f.o.b. mills 15%					
Soybean oil, f.o.b. Decatur 11½%					
Peanut oil, f.o.b. mills 17%					
Coconut oil, f.o.b. Pacific Coast 13½%					
Cottonseed foots:					
Midwest and West Coast 2½%					
East 2½%					

OLEOMARGARINE

Wednesday, January 15, 1958

	White dom. vegetable (30-lb. cartons)	27
Yellow quarters (30-lb. cartons)	28	
Milk churned pastry (30-lb. cartons)	28	
Water churned pastry (30-lb. cartons)	25	
Bakers, drums, ton lots	21%	

OLEO OILS

Wednesday, January 15, 1958

Prime oleo stearine (slack barrels).....	12½
Extra oleo oil (drums)	18½
Prime oleo oil (drums)	17½

n—nominal. a—asked. b—bid. pd—paid.

Packer hides steady until Wednesday, when fractional declines took place on steers, cows steady—Small packer and country hides steady, with nominal quotations listed—Calfskins and kipskins steady in light trading—Better grade sheepskins in light supply, selling at steady terms.

CHICAGO

PACKER HIDES: Trading this week was at steady prices until Wednesday, when heavy native steers sold ¼c lower, and butt-brands and Colorados sold ½c lower. Heavy and light native cows sold consistently at steady prices. Heavy native steers on Wednesday moved at 9½c for Rivers and at 9¾c for Chicago product. Butt-brands sold at 7½c, with Colorados at 7c.

Heavy native cows maintained steady levels throughout the trading. Heavy native cows sold at 11c for Rivers and 11½c for Chicago product. Light native cows sold at 14½c for St. Paul product, while Chicago and Milwaukee product brought 15c and Rivers, 17c.

SMALL PACKER AND COUNTRY HIDES: Trading in small packer hides continued steady at last week's prices. The 60-lb. average were quoted at 9c nominal, as were the 50-lb. average at 12c. Calfskins, all weights, were quoted at 27@28c, and kipskins, all weights, at 23@24c, both nominal.

CALFSKINS AND KIPSKINS: Trading in calfskins and kipskins continued steady with the levels established around the first of the month. All prices were quoted nominally. Northern calfskins were listed at 40@42½c and the 10/down at 37½@38½c. Northern native kipskins, 15/25's, were quoted at 31½c, and

U. S. Nov. T-G Exports Up

Exports of inedible tallow and grease from the United States continue at relatively high levels. U. S. exports of the two materials rose to 95,000,000 lbs. in November from 75,000,000 lbs. for the same month of 1956. However, the January-November total of 1,280,000,000 lbs. was down from the 1956 aggregate of 1,342,000,000 lbs. for the same 11 months. Quality of product has favored exports, while prices have averaged slightly above 1956. Exportable supplies from other sources have been limited in volume.

the 25/30-lb. weights at 29½c.

SHEEPSKINS: The sheepskin market continued to show demand for the better grades, which were in limited supply. Medium to lower grades attracted buyers because of recently lowered prices. No. 1 shearlings sold at 1.85@3.00, No. 2 shearlings sold at 1.35@1.80, while the No. 3's sold at .65@.90. Fall clips ranged from 2.35@3.50, and dry pelts were nominally priced at .26.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Wednesday, Jan. 15, 1958	Cor. date 1957	Cor. date 1956
Lgt. native steers	15½@16n	14½n	F
Hvy. nat. steers	9½@9½n	10	2,30
Ex. lgt. nat. steers	18@18½n	17½	for
Butt-brand. steers	7½	8½	
Colorado steers	7	8	
Tex. Texas steers	8n	8½n	
Light Texas steers	12n	11n	
Heavy nat. cows	11@11½n	10	10½c
Light nat. cows	14½@17	14	14½c
Branded cows	9½@10½n	9	sas.
Native bulls	7@7½n	8	
Branded bulls	6@6½n	7n	
Calfskins:			
Northerns, 10/15 lbs..40	@42½n	40	4½5
10 lbs./down	37½@38½n	35	
Kips, Northern native, 15/25's	31½n	27n	

SMALL PACKER HIDES

STEERS AND COWS:	60 lbs. and over	50 lbs.
	9n	9n

SMALL PACKER SKINS

Calfskins, all wts.	27 @28n	27 @28
Kipskins, all wts.	23 @24n	19 @20

SHEEPSKINS

Packer shearlings:	No. 1	1.85@3.00	2.00@2.20
Dry Pelts .....	....	26n	26@27
Horsehides, untrim. ....	.8.00@8.50n	9.00n	
Horsehides, trim.	7.50@8.00n	8.00n	

W. Y. HIDE FUTURES

FRIDAY, JAN. 10, 1958	Open	High	Low	Close
Jan.	11.65b	11.70	11.70	11.65b-75
Apr.	11.75b	11.88	11.82	11.82
July	12.18b	12.30	12.25	12.25
Oct.	12.38b	....	....	12.42b-60
Jan. ....	....	....	12.52n	12.52n
Apr. ....	....	....	12.57n	12.57n

MONDAY, JAN. 13, 1958

	Open	High	Low	Close
Jan.	11.50b	11.85	11.85	11.80b-90
Apr.	11.75b	11.90	11.90	11.90b-90
July	12.19b	12.35	12.28	12.31b-50
Oct.	12.40b	....	....	12.51b-50
Jan. ....	....	....	12.61n	12.61n
Apr. ....	....	....	12.66n	12.66n
Sales: four lots.				

TUESDAY, JAN. 14, 1958

	Open	High	Low	Close
Jan.	11.76b	12.00	12.00	11.95b-12.10
Apr.	11.87b	12.10	12.05	12.05b-10
July	12.34b	12.50	12.40	12.31b-40
Oct.	12.60b	....	....	12.60b-70
Jan. ....	....	....	12.70n	12.70n
Apr. ....	....	....	12.75n	12.75n
Sales: 31 lots.				

WEDNESDAY, JAN. 15, 1958

	Open	High	Low	Close
Jan.	11.85b	12.00	12.00	11.85b-12.15
Apr.	11.90b	12.10	12.05	11.94b-10
July	12.30b	12.50	12.40	12.31b-40
Oct.	12.40b	....	....	12.44b-50
Jan.	12.50b	12.62	12.62	12.54b-50
Apr. ....	....	....	12.59n	12.59n
Sales: nine lots.				

THURSDAY, JAN. 16, 1958

	Open	High	Low	Close
Jan.	11.80b	11.85	11.85	11.80b-90
Apr.	11.90b	12.00	11.85	11.80b-90
July	12.27b	12.34	12.12	12.10b-50
Oct.	12.40b	12.40	12.40	12.40b-50
Jan. ....	....	....	12.45n	12.45n
Apr. ....	....	....	12.45b	12.45b
Sales: 13 lots.				

LIVESTOCK MARKETS...Weekly Review

Less Lamb Early This Year, Feeder Report Indicates

Production of lamb and mutton in the early months of 1958 appears likely to settle to its lowest level in about seven years, according to a report on the number of sheep and lambs on feed at the turn of the year.

The Crop Reporting Board placed the number of sheep and lambs on feed for market on January 1, 1958 at 3,938,000 head, 364,000 head, or 8 per cent fewer than a year earlier and the smallest number for January 1 since 1951.

For the 11 Corn Belt States, the 2,309,000 sheep and lambs on feed for market were 1 per cent less than the 2,341,000 on feed January 1, 1957, but 5 per cent more than on January 1, 1956. The number on feed was up from last January in Indiana, Wisconsin, South Dakota and Kansas. These increases ranged from 2 per cent in South Dakota to 64 per cent in Kansas. The number on feed was the same as a year earlier in Michigan, while declines ranging from 2 to 15 per cent were recorded in Minnesota, Missouri, Iowa, Ohio, Illinois and Nebraska.

The total number of sheep and lambs on feed in Kansas, Oklahoma and Texas was 4 per cent smaller than a year earlier, with a sharp increase in Kansas partially offsetting a large decline in Texas. In Kansas, the 246,000 head on feed, including those on wheat pasture, were at the highest level since January 1954.

In Colorado, the 504,000 head on feed was 8 per cent smaller than the 550,000 head on feed on January 1, 1957. In California, the number of sheep and lambs on feed at 250,000 head was down 29 per cent from the

352,000 head on January 1, 1957. Numbers on feed were up 9 per cent in Montana, 17 per cent in Wyoming, 57 per cent in New Mexico, and 10 per cent in Oregon. The number on feed was the same as a year earlier in Nevada, with decreases in other western states as follows: Idaho, 40 per cent; Arizona, 49 per cent; Utah, 21 per cent; and Washington, 24 per cent.

Hide Beetle Just Playing Possum; Spray All Cars

Despite the progress which has been made, continued vigilance and further strenuous efforts are necessary if the hide beetle problem is to be overcome, emphasizes the Tanners' Hide Bureau, Chicago.

One of the reasons for the current retarded activity of the beetle is undoubtedly the advent of cold weather, says Cecil E. Powell, THB director. The decline of temperature diminishes the reproductive activity and lengthens the reproductive cycle of the beetle. However, normal winter temperature does not destroy the eggs and larvae and with the return of warm weather will come the possibility of further infestation.

Regardless of temperature, Powell advises, insist that all cars and trucks are properly sprayed or disinfected before hides are loaded for shipment. Continue to clean and spray each car thoroughly before returning to the railroad.

BUFFALO LIVESTOCK

Receipts at Buffalo, N. Y., in Dec., 1957, as reported by the USDA:

	Cattle	Calves	Hogs	Sheep
Total receipts	11,295	3,596	3,741	8,968
Shipments	4,636	44	712	4,290
Local slaughter	6,659	3,552	3,029	4,678

LIVESTOCK AT 60 MARKETS

A summary of receipts and disposition of livestock at 60 public markets during November 1957 and 1956, as reported by the U. S. Department of Agriculture.

CATTLE

	Saleable receipts	Total receipts	Local slaughter
November 1957	1,406,083	1,684,474	806,831
November 1956	1,732,705	2,079,582	1,059,706
Jan.-Nov. 1957	16,469,978	19,478,966	10,820,891
Jan.-Nov. 1956	18,192,630	21,793,345	11,851,123
5-yr. av. (Nov. 1952-56)	1,807,862	2,125,088	1,022,692

CALVES

	Saleable receipts	Total receipts	Local slaughter
November 1957	336,639	473,176	177,119
November 1956	456,594	609,796	293,940
Jan.-Nov. 1957	3,118,847	4,134,927	2,101,087
Jan.-Nov. 1956	3,689,937	4,966,677	2,695,423
5-yr. av. (Nov. 1952-56)	478,704	620,926	297,674

HOGS

	Saleable receipts	Total receipts	Local slaughter
November 1957	1,050,061	2,779,759	2,008,215
November 1956	2,378,357	3,483,092	2,592,790
Jan.-Nov. 1957	20,655,041	28,949,119	20,951,614
Jan.-Nov. 1956	23,532,238	33,273,236	23,715,657
5-yr. av. (Nov. 1952-56)	2,382,713	3,433,319	2,482,053

SHEEP AND LAMBS

	Saleable receipts	Total receipts	Local slaughter
November 1957	567,844	929,868	416,286
November 1956	669,930	1,084,328	506,318
Jan.-Nov. 1957	6,820,980	11,797,794	5,882,036
Jan.-Nov. 1956	7,510,785	13,981,708	6,764,431
5-yr. av. (Nov. 1952-56)	771,272	1,281,759	580,160

TRUCKED-IN RECEIPTS AT 60 MARKETS

Trucked-in receipts of livestock by classes during November 1957 and 1956 at 60 public markets:

TOTAL TRUCKED-IN RECEIPTS

	Nov. 1957	Nov. 1956
Cattle	1,368,603	1,672,336
Calves	331,866	448,201
Hogs	2,492,312	3,074,337
Sheep	628,766	715,027

Trucked-in receipts at 60 public markets constituted the following percentages of total Nov. receipts: Cattle, 81.2; calves, 70.1; hogs, 89.7; and sheep, 67.6. Percentages in 1956 were 80.4, 73.5, 88.3 and 65.9.

GEO. S. HESS

R. Q. (PETE) LINE

INDIANAPOLIS HOG MARKET

HESS-LINE CO.

HOG ORDER BUYERS EXCLUSIVELY

TELEPHONE MELROSE 7-5481

HESS-LINE CO.

EXCHANGE BLDG. INDIANAPOLIS STOCK YARDS
INDIANAPOLIS 21, IND.

U. S. Govt. Inspected

Meats and Meat Products

Boneless Beef and Portion Cuts

MIDTOWN WHOLESALE MEATS, INC.

900 W. Girard Ave.

Philadelphia 23, Pa.

POplar 3-7400

Distributors and Brokers Inquiries Invited

29½c.
in mar-
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12.70b-
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11.80b-12.10b
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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, January 11, 1958, as reported to the National Provisioner:

CHICAGO

Armour, 10,100 hogs; shippers, 26,045 hogs; and others, 23,190 hogs.

Totals: 33,650 cattle, 771 calves, 30,335 hogs and 8,581 sheep.

KANSAS CITY

Cattle Calves Hogs Sheep

Armour ..	2,843	340	2,096	1,131
Swift ..	2,325	585	4,570	2,272
Wilson ..	1,773	..	4,871	..
Butchers ..	4,986	..	5,558	..
Others ..	654	..	2,140	619
Totals.	12,581	934	15,235	4,022

OMAHA

Cattle Calves Hogs Sheep

Armour ..	4,526	9,586	1,380	
Cudahy ..	3,608	7,733	854	
Swift ..	4,190	6,800	3,481	
Wilson ..	2,718	6,146	1,850	
Neb. Beef ..	723	..	..
Am. Stores ..	907	..	..
Cornhusker ..	1,293	..	..
O'Neill ..	729	..	..
R. & C. ..	1,407	..	..
Gr. Omaha ..	794	..	..
Rothschild ..	1,366	..	..
Boe ..	1,589	..	..
Kings ..	980	..	..
Omaha ..	688	..	..
Union ..	1,499	..	..
Others ..	929	9,600	..	
Totals.	27,922	39,955	7,565	

N. S. YARDS

Cattle Calves Hogs Sheep

Armour ..	2,274	476	11,198	1,514
Swift ..	2,457	1,219	13,607	2,246
Hunter ..	1,174	..	5,988	..
Holl ..	..	..	1,073	..
Others ..	5,393	..	2,648	1,198
Totals.	5,905	1,695	37,275	3,760

ST. JOSEPH

Cattle Calves Hogs Sheep

Swift ..	3,084	272	13,363	4,814
Armour ..	3,152	154	6,063	1,618
Others ..	5,393	..	2,648	1,198
Totals.	11,620	426	22,675	7,632

*Do not include 340 cattle, 6,684 hogs and 715 sheep direct to packers.

SIOUX CITY

Cattle Calves Hogs Sheep

Armour ..	2,131	4	7,859	2,063
Swift ..	3,400	..	4,968	2,048
S.C. Dr. ..	4,610	..	..
S.C. Dr. Park ..	..	4,497	..	
Rankin ..	700	..	..
Butchers ..	364	..	..
Others ..	7,200	83	19,995	1,840
Totals.	18,423	87	37,319	5,951

WICHITA

Cattle Calves Hogs Sheep

Cudahy ..	987	232	2,319	..
Bunn ..	112	..	..
Sunflower ..	42	..	..
Armour ..	21	..	..	225
Bald ..	176	..	497	..
Excel ..	1,062	..	..	818
Swift ..	..	..	180	1,196
Others ..	1,391	..	..
Totals.	3,731	232	2,996	2,239

OKLAHOMA CITY

Cattle Calves Hogs Sheep

Armour ..	845	28	33	353
Wilson ..	1,857	166	1,062	1,177
Others ..	3,106	2	1,459	..
Totals.	2,868	196	2,524	1,530

*Do not include 1,055 cattle, 65 calves, 8,600 hogs and 978 sheep direct to packers.

LOS ANGELES

Cattle Calves Hogs Sheep

Cudahy ..	..	86	..	
Swift ..	67	..	..
Wilson ..	11	..	..
Ideal ..	684	..	..
Atlas ..	622	..	..
Quality ..	559	..	..
Gr. West ..	526	..	..
United ..	514	..	300	..
Comm'l ..	358	4	..	
Goldring ..	822	..	..
Others ..	1,899	210	624	..
Totals.	5,562	214	1,010	..

DETROIT				
	Cattle	Calves	Hogs	Sheep
Armour ..	606	..	..	4,023
Swift ..	1,399	59	4,960	5,164
Cudahy ..	741	8	5,193	117
Wilson ..	646	..	..	4,630
Others ..	6,450	56	2,447	629
Totals.	9,851	153	11,700	14,563

ST. PAUL				
	Cattle	Calves	Hogs	Sheep
Armour ..	5,923	3,460	17,786	2,822
Bartusch ..	1,518	..	..	..
Rifsch ..	1,022	31	..	..
Superior ..	2,041	..	..	..
Swift ..	5,418	3,144	27,158	4,083
Others ..	3,630	7,863	11,242	938
Totals.	19,551	14,498	56,276	7,843

FORT WORTH				
	Cattle	Calves	Hogs	Sheep
Armour ..	615	591	1,872	1,074
Swift ..	1,128	1,342	918	719
Rosenthal ..	122	8	12	763
Totals.	1,865	1,949	2,802	2,556

CINCINNATI				
	Cattle	Calves	Hogs	Sheep
Gall ..	..	..	..	262
Schlachter ..	128	30	1,219	..
Others ..	4,077	870	5,535	538
Totals.	4,205	900	10,754	800

TOTAL PACKER PURCHASES

	Week ended	Prev. week
Cattle	147,734	123,472
Hogs	293,756	249,749
Sheep	67,042	48,545

Totals same week 1957

Total same week 1957

351,427

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Says Pete, the Practical Packer

When women look at
but don't buy,
You had better
find out why.

FRANKFURTERS

If the color's
Gray or Brown
They'll be sure to
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FRANKFURTERS LUNCHEON MEAT

To keep meat selling,
profits nice,
And to prosper, here's advice:

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pure, low cost *l*-ascorbic
acid (vitamin C) Roche
to protect the fresh color
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Buy Roche*—it's better.

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POSITION WANTED

SUPERINTENDENT: Assistant superintendent or department foreman. Over 20 years' practical experience with pork kill and cut, beef kill, pork and beef boning. Edible and inedible rendering, curing, smoking, hides, shipping, refrigeration, maintenance. Some sausage experience. Can train men and organize departments. Married, sober, reliable. Permanent position only. References furnished. W-10. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERVISOR-SAUSAGE MAKER: Or working foreman. 30 years' experience in all phases—production, packaging, pickling. Desires connection on west coast. Available after customary notice to present employer. Interview at your convenience. W-24. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT MANAGER: Plant supervisor or purchasing agent. Fully versed in all phases of production and management in medium sized plant catering to exclusive New York delicatessen trade. Short cut hams, sausage and specialty items. Wishes to relocate outside of New York. W-25. THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

OFFICE MANAGER-ACCOUNTANT: Experienced in departmental accounting with independent meat packer. Desires to re-locate with another independent meat packer. Good references. W-12. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES: 30 years' experience in all phases. Last 15 years chain store selling building large account departments, marketing and training salesmen. Chicago area preferred, but will move. W-13. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT SUPERINTENDENT: Also expert sausage maker. 35 years' experience. Steady. Available at once. Prefer medium sized plant, midwest location. W-26. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

KILL FLOOR FOREMAN: Desires employment. Practical experience in all phases of killing. W-14. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

each. Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch. Contract rates on request.

POSITION WANTED

MANAGER-SUPERINTENDENT: College educated. Age 50-30 years with major and independent meat packers. Presently employed by major packer in managerial position. CAN GUARANTEE PROFITABLE RESULTS. Experience includes beef, pork, veal and lamb. Return to far west or somewhere reason desire change. W-11. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF MAN: Available. Thoroughly experienced in all phases beef operations, livestock buying, slaughtering, grading, fabricating and sales. Efficient. Knows costs. Will relocate. W-15. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BROKER: St. Louis Area. What have you? Commission basis. W-501. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

BEEF DEPARTMENT MANAGER: Long time established medium size packer desires experienced man for full charge of beef operations. Midwestern metropolitan area. Replies held confidential. Give full particulars. W-20. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MAN TO TRAVEL: The southeast calling on the packinghouse industry with a complete line of packaging materials. Must be fully acquainted with this field and have knowledge of packaging technique. Apply to Box W-22. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

AN EXCELLENT OPPORTUNITY: In a rapidly expanding plant in New York City area for a plant superintendent experienced in all phases of manufacturing provisions and processing SC boiled hams. W-17. THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

COOLER MANAGER: For beef and pork wholesale house on Fulton Market, Chicago. Good salary and profit sharing. Give age and experience in first letter. Opening February 1, 1958. W-506. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE
PLEASE REMIT WITH ORDER.

HELP WANTED

DO YOU HAVE: Contacts for the sale of a full line of meat products of a U.S. government inspected sausage factory? We have increased our productive capacity 100% and are now in the market for meat with sales potential commensurate with our ability to produce. Your compensation will be based on your ability to increase sales for us. This is a splendid opportunity for the right man. All applications will be held in strict confidence. Write Box W-18, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

RENDERING PLANT FOREMAN

Wanted: Young aggressive experienced dry rendering plant foreman. Excellent opportunity. Rendering experience, personal history and compensation desired. W-27. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CHIEF ACCOUNTANT WANTED

Familiar with meat packing accounting. Salary sufficient to attract expert. Opportunity for advancement. HILL PACKING COMPANY, Mr. Burton Hill, Box 148, Topeka, Kansas. Phone Flanders 4-8523, Topeka, Kansas.

SALES MANAGER

Progressive manufacturer of high quality luncheon and smoked meats in Chicago area seeks man sales manager with merchandising abilities and to ability. W-16. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Aggressive, creative, meat broker to establish and manage the Eastern office for a mid-western brokerage company. The man will hire must have an excellent reputation for beef and pork, and have a loyal following in the dressed meat trades. Our employees know of the ad, and all replies will be treated in the strictest confidence. W-3. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED PROVISION SALES MEN: New York City. Salary open. W-18. THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

CLASSIFIED ADVERTISING

PLANTS WANTED

WANTED TO BUY OR LEASE BEEF AND/OR PORK PLANT

Prefer company with operating loss for tax purposes. B.A.I. not essential. Capacity 50 to 500 head per eight hours. Does not have to be full plant. Closed or operating. Location immaterial. For immediate consideration; send full details in first reply. Photo, sketch, or print if possible. Describe particularly: sewer system, water supply, refrigeration, list age and description of heavier machinery, price, etc.

All replies held strictly confidential.

We are an operating company, not brokers.
W.9. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Buy, lease, or partnership of medium size packing plant. Have some capital but guarantee highest and successful service. Can provide the most excellent references. Want full details. Prefer the East. PW-5. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANTS FOR SALE

FOR SALE or LEASE

Due to ill health, owner wishes to lease or sell beef packinghouse, fully equipped, one floor, located in the heart of the meat industry of Detroit, Michigan. Most modern plant in state of Michigan. Plant capacity for slaughtered 1200 or more cattle weekly. Federal inspection approval if requested. Immediate possession. FS-488. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MODERN EQUIPPED: 50' x 65' meat plant for restaurant supply, branch house, portion control, retail, etc. Tracked cooler 25' x 50'. Freezer 50,000 lb. capacity. Retail store 25' x 65'.

GIANT MEAT SUPPLY

North Miami, Florida

FOR SALE: Large solvent extraction rendering plant combined with high capacity blending and milling operation and storage. Located in Chicago area, convenient to all transportation facets. FS-6. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MISCELLANEOUS

DO YOU WISH TO SHIP: Dressed hogs to New York? Can use 5 trailers weekly or better. Contact Box W-499. THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

CASINGS WANTED: Steady cash buyers for: 2% inches diameter, 18 inches long, 3% inches diameter, 20 inches long, cut middle ends. Both the same diameter. W-8. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAN JOSE, CALIFORNIA: Lessee of modern 3 bed packinghouse equipped for all species. Federally Inspected, will custom slaughter or sublet. Corporation with loss carryover available. W-511. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

NEW PROCESS IMPROVES SAUSAGE

As a food research chemist, I have developed a new process that improves the quality of sausage. Requires no additional operations or equipment. Patent pending. This invention will improve the flavor of sausage, retain freshness longer, improve sausage mixture and prevent discoloration of slices much longer than now possible. It's easy to use and save money for the sausage maker and retailer. Exclusive license available on royalty basis. Potential licensees write inventor. W-21. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HOG • CATTLE • SHEEP

SAUSAGE CASINGS

ANIMAL GLANDS

Selling Agent • Order Buyer
Broker • Counsellor • Exporter • Importer

SAMI S. SVENDSEN
107 SO. DEARBORN ST., CHICAGO 5, ILL.

EQUIPMENT WANTED

WANTED: Breakdown cooler insulated for freezing. Approximately 20 x 20 feet, 10 feet high. Churchill Meat Co., 7325 Penn Ave., Pittsburgh, Pa. Phone Ch. 1-8500, Pittsburgh, Pa., and ask for Mr. Franzos.

WANTED: GOOD USED LARD FILLING EQUIPMENT, ALSO VOTATOR EQUIPMENT. Reply to Box EW-30. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EQUIPMENT FOR SALE

TEN REEFERS FOR SALE: 1951-1952 Fruehauf stainless steel reefers with meat rails, cross type or longitudinal type, 33' long, 3" insulation in sides, 4" in roof, and 2" in floor with stainless steel reefer type floors, curb side doors, plywood lining, torsion tandem location for single axle tractor, 10,000 x 20 guaranteed recap traps, heavy duty trailer, refrigeration units, propane fired. \$4500.00 each. FS-29. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE REASONABLE

ONE—Model 70 B Buffalo silent cutter, 750 lb. bowl capacity, equipped with 75 H.P. motor and starter. Full details on request. FS-28. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SILENT CUTTER: 65-B Buffalo. Bowl is scored, but in excellent working condition. Center dump, 500 lb. batch size; with 50 H.P. 2 phase 60/220 volt motor \$1450.00 F.O.B. Utica, N.Y. Without motor, \$1,000.00 F.O.B. Utica, N.Y. C. A. DURR PACKING CO., Inc., Utica, N.Y.

TWO: Used Stedman Hammer Mills 24 x 20. In good condition, each with extra set of new hammers. OLDS & WHIPPLE, Inc., Box 1470, Hartford, Conn. Phone Hartford, Jackson 2-9121.

FOR SALE: Two model #832 ANCO hydraulic slicers for slicing luncheon meats. Excellent condition. \$3,000.00 each. OSCAR MAYER & CO. Purchasing Department, 1241 N. Sedgwick St., Chicago 10, Ill.

FOR SALE: Complete Anco chip steak, hamburger, and fabricated meat production line. including #832, slicer and conveyor, and #766, grinder extruder. Less than six months old. FS-509. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: 2 boilers, 1 Dutton, 40 H.P. Series "4000" boiler. Recently overhauled and completely reconditioned. A-1 condition, can be seen in operation. \$2,500.00. 1 Juneau 15 H.P. boiler. Also recently overhauled. \$400.00. Wish to replace these two with one large boiler. Write: KRESS PACKING COMPANY, Waterloo, Wisconsin.

FOR SALE: One Model FB Package Machinery Company Bacon Wrapping Machine. Purchased new October 1953; excellent condition and operates as good as new. Price \$4,750.00 F.O.B. Bessemer, Alabama. Contact R. L. Zeigler, Inc., Bessemer, Alabama.

FOR SALE: Complete Naphtha extractor plant. Complete in detail. Just like new at a bargain. Also large size Metts-Merrill Hog and Allbright-Nell Curb Press. 350 ton. Hill Packing Company. P. O. Box 148, Topeka, Kansas.

CHEVROLET: 1954 1½ ton Chevrolet Model 3803. Insulated and refrigerated body 96"x13" W 60". Perfect for smoked and fresh meat delivery. \$1650.00 THE HERTZ CORPORATION, 450 Melwood St., Pittsburgh 13, Pa.

FOR SALE: 200# Boss silent cutter without motor. Model #1915. An old model but does a good job. HOLLAND MEAT CO., Phone Export 44011, Holland, Michigan.

ANDERSON EXPELLERS

★ All Models, Rebuilt, Guaranteed ★
We Lease Expellers

PITTOCK & ASSOCIATES, Glen Riddle, Penna.

BARLIANT'S WEEKLY SPECIALS

Sausage & Bacon

9803—BACON PRESS:	Anco #800, 9 slabs per/m.
4' 3¾" x 5' 11" floor space.	7½ HP. \$2,975.00
9579—BACON PRESS:	Dohm & Nelke Jr. mld. ser. #T88, stainless steel sides, 5 HP. \$2,650.00
9354—HYDRASTIC SLICER:	Anco #832, for luncheon meats, latest style. \$3,000.00
8752—BACON WRAPPER:	Battle Creek mld. #201, ser. #202, handles ½ or 1 lb. plgs., 1 HP., mtr., with conveyors
9722—STUFFER:	Randall 500#, with stuffing valves, & air piping
9302—STUFFER:	Boss 400#, ser. #1269R \$1,250.00
9316—STUFFER:	Buffalo 250# cap. \$575.00
9145—STUFFER:	Globe 200#, with stuffing valves & air piping
9743—MIXER:	Buffalo #4A, 10 HP. \$1,250.00
9744—MIXER:	Buffalo #5
9754—GRINDER:	Globe #66-E, 40 HP. \$1,150.00
9571—GRINDER:	Boss #56, serial #31014, direct-connected to 5 HP. motor
9710—SILENT CUTTER:	Buffalo #65-B, 500#, self-emptying, 10-knives, 60 HP. motor \$2,250.00
9319—SILENT CUTTER:	Buffalo #38-B, 175#, 15 HP. extra knives, reconditioned, excal. cond. \$850.00
9751—PORK-CUT SKINNER:	Townsend #27 \$575.00
9756—LOAF DIP TANKS:	(2) Advance, gas fired, 1—stainless steel \$325.00
	1—galvanized \$250.00
9847—UTILITY TRUCKS:	(30) similar St. John #71, gal., inside 50" x 28" x 18" deep, 2-RTRB 14" Aer-O-Sel wheels, 6" RTRB swivel, A-1 condition
9739—TRAILER TANK TRUCKS:	(29) galv. HD. type, 40" x 72" x 18" D., 20" x 2½" load wheels, 2—8" casters with coupler arrangement.
Rubber Tires	ea. \$60.00
Steel Wheels	ea. \$50.00
9762—STICK STORAGE TRUCKS:	(3) similar Globe #7380, 22" dia. x 36½" H., triangular base, RT casters
9662—HAM MOLDS:	(155) Globe Hoy, stainless steel, with covers & springs:
129—#112, 11" x 6" x 5½"	ea. \$14.25
4—#114, 12" x 6½" x 5½"	ea. \$14.25
22—#109, 12" x 4½" x 5½"	ea. \$14.25
9838—LOAF MOLDS:	(64) Hoy #66-S, stainless steel, with covers, 10" x 4½" x 4½"
9753—HAM MOLDS:	(176) Adelmann Ham Boiler Corp., stainless steel, with covers:
81—#12-G, 12" x 5½" x 5½"	ea. \$13.50
30—#10-G, 12½" x 6½" x 5½"	ea. \$13.50
65—#2-E, 12" x 6½" x 5"	ea. \$13.50
9095—SPEED LOAF MOLDS:	(40) Globe Hoy #55-S, stainless steel, 11" x 4" x 3½"
9716—WIRE MOLDS:	(550) stainless steel, 4" x 4" x 24", excellent condition
9428—LOAF PANS:	(730) Lidseen #6, stainless steel, w/ covers, 10" x 4¾" x 4¾"
	ea. \$1.75

Rendering & Lard

9124—LARD VOTATOR:	Jr. model L-51-A, serial #6475, 3000# per hour	\$2,750.00
9728—HOG:	Mills & Merrill #15 CRD, 12" x 14" opening 75 HP., completely recond.	\$2,250.00
9837—HASHER-WASHER:	Anco #65, 30" x 12", new knives, motor & starter, A-1 cond.	\$1,475.00
9727—COOKERS:	(2) Anco 5' x 10', #3 drive, 25 HP., w/Anco #627 Pump	ea. \$2,850.00
8629—HYDRAULIC PRESS:	Dupps 300 ton, w/steam pump & fittings, reconditioned	\$3,250.00
9740—HYDRAULIC PRESS:	Anco #614, 150 ton, 20" x 30" curb, w/Anco #152 Pump	ea. \$2,750.00
9736—EXPELLER:	Anderson R. B., magnetic separator & conveyor, extra 20 HP. motor	\$2,750.00
9538—LARD FILLER:	Anco-Harrington, size #2, ser. #069, single spout, for ½ to 5 lb. plgs., 80" x 30" x 32" H. stainless steel top table	\$425.00
9367—KETTLES:	steam jacketed, ASME coded, 40# W.P., with valves & covers:	
27—80 gal. stainless clad	ea. \$195.00	
12—60 gal. stainless clad	ea. \$140.00	

Now in Stock—NEW B.A.I. STEEL LOCKERS
15" wide, 18" deep, 60" high, with sloping top, seat brackets, 16" high legs, padlock attachment.

single row—three wide
Per opening \$18.95—F.O.B. Chicago
2-wide and single lockers also available
Discount for quantity purchases.

All items subject to prior sale & confirmation.

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1631 S. Michigan Ave., Chicago 16, Ill.
WAbash 2-5550

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- Liquidators and Appraisers

BARLIANT & CO.

EQUIPMENT AND SUPPLIES
FOR THE MEAT INDUSTRY

STARR PARKER
INCORPORATED

648 ORME CIRCLE N.E. • ATLANTA 6, GEORGIA
ENGINEERED EQUIPMENT LAYOUTS

If you buy—or sell in the Manufacturing Meat Industry

Direct mail advertising
can help you do a better job

Use the NP direct mail service, a complete service for the merchandising and distribution of promotion material through the mail including:

Printing and reproduction service for all types of direct mail . . . reprints, letters, circulars, reply cards and other literature. Complete addressing and mailing service using Provisioner guaranteed lists which insure maximum effectiveness for your direct mail advertising.

Let the Provisioner handle your mailings. You will save time, trouble, confusion and money. And, you will eliminate the troublesome and tedious job of compiling and maintaining your own lists.

National, regional or selective mailings to packers, sausage manufacturers and renderers. Write or ask now for cost and detailed information.

THE NATIONAL

Provisioner

15 WEST HURON STREET
CHICAGO 10, ILLINOIS



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Alfa International Corporation
Albright-Nell Company, The
Aromix Corporation
Atmos Corp.

Barlant and Company

Cincinnati Butchers' Supply Co., The
Classified Ads

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Food Management, Inc.
French Oil Mill Machinery Company, The

Gebhardt's Controlled Refrigeration Systems
Globe Company, The
Great Lakes Stamp & Mfg. Co.

Ham Boiler Corporation
Harding, John P., Market Co.
Hess-Line Company
Hoffman-La Roche, Inc.
Hygrade Food Products Corporation

Jamison Cold Storage Door Company
Fourth Cover

Keebler Engineering Co.
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Union Carbide Corporation
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United Cork Companies
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Visking Company,
Division of Union Carbide Corporation. Front Cover

Werke, Radolf, U. S. Sales Agency

While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of a change or omission in this index.

The firms listed here are in partnership with you. The products and equipment they manufacture and the services they render are designed to help you do your work more efficiently, more economically and to help you make better products which you can merchandise more profitably. Their advertisements offer opportunities to you which you should not overlook.

